

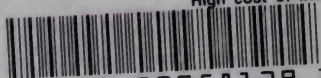
THE HIGH COST
OF LIVING

HIRAM M. HARTWELL

2002

HD 6983.H37

High cost of living.



3 9153 00758129 3

HD/6983/H37



The High Cost of Living

BY
HIRAM M. HARTWELL

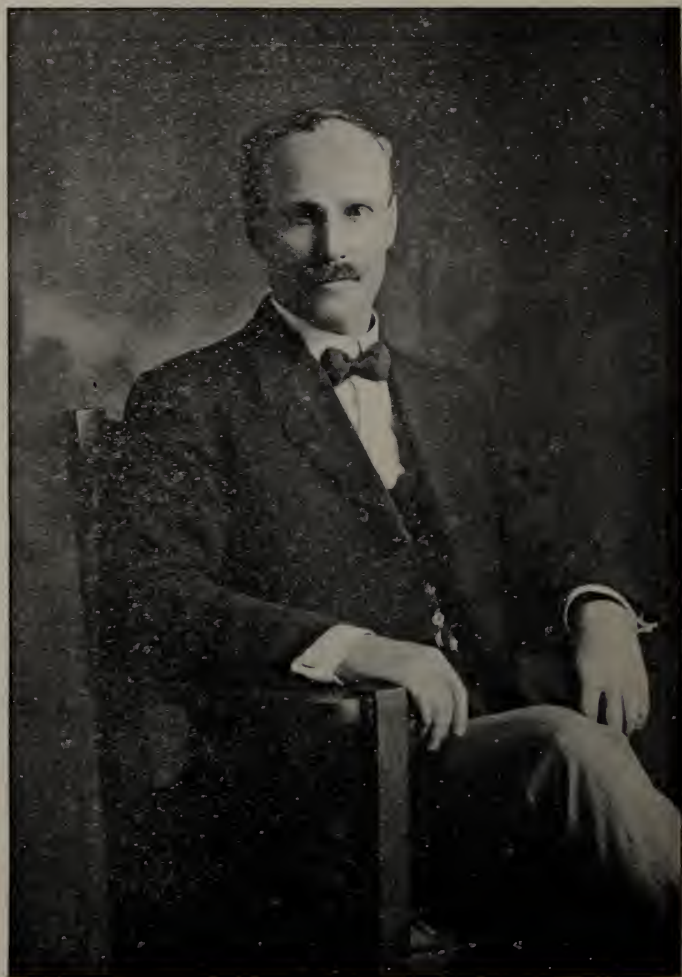


PUBLISHED BY
JOSEPH M. WADE PUBLISHING CO.
BOSTON, MASS.
1911

HD

6983

H37



HIRAM M. HARTWELL

PREFACE.

As the high cost of living is causing so much suffering among the poor people, and is the most important question of the day, and always will be, and as I have been so situated that I have had a good opportunity to see things from many different angles—have thought could I write something that might do a little good and give some of the people food for thought, if nothing more.

As all serious and difficult problems must be solved by the ideas of different people, have made a humble attempt, in my own way, to give the great question my most serious thoughts. Having in mind all the time that which is the best for the greatest number of people.

Though I have had no desire to injure any person or persons, in any particular occupation, still in all I realize that in all great economic changes that there must be a great many people who will suffer material loss—such seems to be the law of nature.

Though I may have erred in some of my statements, have endeavored to write what I believed to be “the truth, the whole truth, and nothing but the truth.”

Respectfully
H. M. Hartwell

The High Cost of Living

THE HIGH COST OF LIVING.

I.

Why is the cost of living so high? That is the question that every one is asking, and no one seems to answer satisfactorily.

Though all eyes are on the trusts as the cause of the disease, and no doubt they are to blame for some of it, yet it looks to me that the most of the trouble is with the wholesalers and retailers. When the wholesalers and retailers manage to double the price of an article while passing through their hands, it does seem to me that we ought to find out where the trouble lies very easily.

The more I think of it the more I am convinced that we have so many middlemen that our whole social structure is completely saturated and water-logged with the non-producers. They keep opening new stores faster than we gain in population, and we have so many stores to support that their sales are small and their

THE HIGH COST OF LIVING

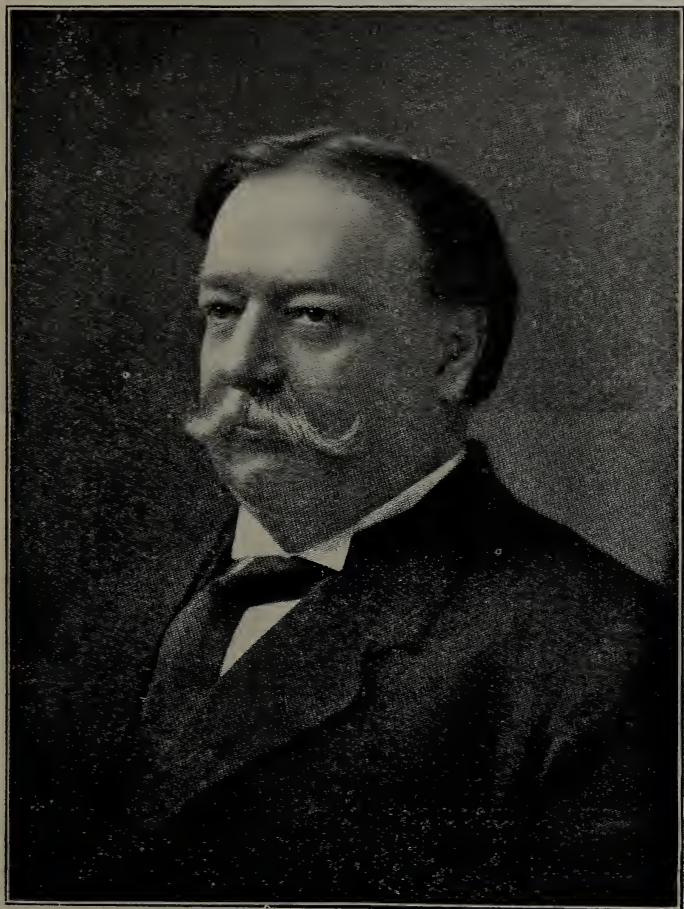
profits large; consequently "up goes prices" and the cost of living also.

My idea is this, that in a city of fifty or one hundred thousand inhabitants, that one short business street in the center is sufficient to accommodate all the people.

Let us have large stores and large sales, with small profits per sale, because the cost of living will never go down until we do. With so many small shops scattered over the towns of the whole country, who wonders the cost of living is so high? With one-half of the people producing nothing, why the other half must produce double of what they need for themselves.

If there are one hundred drops of sweat in producing one dollar's worth of the necessities of life, and one man does not sweat at all, then the other fellow must sweat two hundred drops in order to feed the non-producer. It is just as plain as the nose on our face, and the people will see it if they can get their eyes off the manufacturers and trusts long enough to look around a little; because, as sure as we are living, the wholesalers and retailers are the biggest trusts of all.

Go in any store and ask the proprietor why everything is so high and he will tell you without moving a muscle of his face that it is the



OUR PRESIDENT, WM. H. TAFT

THE HIGH COST OF LIVING

trusts or a failure of crops; and at the same time he is making from twenty to one hundred per cent profit. Perhaps the night before the grocers had a meeting and put up the price of articles five per cent. If that is not a trust, what is? When the wholesalers won't sell to the retailer, if he cuts prices a little under his competitor, why isn't that violating the law in restraint of trade?

It is high time that we drop the big fellow for awhile and focus our eye on the little trader.

Now we want to get this small shopkeeper back in the harness producing something. How is the best way to do it? By limiting the percent profits and reducing the number of stores, which means larger sales for the smaller number of tradesmen, and then the producer gets the benefit of his labor.

A great many would say, what could we do with fifty per cent. of our tradesmen if they were to enter the field of production? Will say, what do we do with a million of foreigners that come to our shores every year? Things would soon adjust themselves to the changed conditions. How did they all get along when they were about all farmers?

The way the things are now, each manual laborer is producing enough for his own fam-

THE HIGH COST OF LIVING

ily and the middleman's family. There is where your cost of living comes in, Mr. Laboring-man.

We will take a village of about five thousand people; to start with we will say that they have two stores for all kinds of groceries, and they have large sales and small profits, so that the customers get their money's worth. Now, along comes Mr. Jones and he opens up a grocery store; consequently he gets his share of the trade by drawing from the other two stores, and of course that reduces their income. What is the result? Why, the three grocers get together and tell each other a tale of woe: that they cannot live; that they do not take in enough money to pay expenses and make a living. What do they do? Now, Dear Reader, what do you suppose they do? They boost prices. Well, so far, so good; but let us see what happens in the future. The traders are all happy and have made the poor laboring man believe that the trust has done it, and the poor laboring man does get fooled, and goes home and tells his wife that the "damned" trusts ought to be wiped off the face of the earth, and if the politicians don't get after them and shut them up they will vote the other ticket on next election day. Well, in a little while along comes Mr. Smith, and he tries his

THE HIGH COST OF LIVING

luck in the grocery business. He says to himself, "I have got quite a lot of friends in town and they say they will come and trade with me if I open up for business," and so Mr. Smith opens up. Same old story; he does get customers away from the other stores; consequently the same old trick is repeated. They say that they cannot live and pay expenses, so they call a meeting to see what can be done about it. Now it is the easiest thing in the world to see what they will do. It is simply this, my friends: they take what you have got and what you would like to keep, but you cannot help yourselves; so up go prices again. Same old story. They will tell you that it is the trusts that have done it, and so it goes on. "Tom, Dick and Harry" open up grocery stores until their sales are so small and their profits so high that the poor laboring man has all he can do to make both ends meet. So he votes for every party on earth, and after a while he is inclined to become a socialist. What has been said about the grocery business applies to all kinds of stores and all kinds of business. You see, we all want to become great merchants; that is an easier life than sweating "in the harness," and what has been said in regard to this country applies to all civilized countries the world over. We hear

THE HIGH COST OF LIVING

the same cry from all parts of the world, "the cost of living is going up continually." "What is the matter?" they are asking in Europe as well as in America. So it does seem that it is something beside the tariff and politics.

When the cost of living is soaring higher and higher the world over, under all kinds of governments and under all kinds of tariffs—I am inclined to think that if we could see all the producers of a great city lined upon one side and all of the non-producers lined up on the opposite side along with the loafers and tramps, it would not take the dullest mind long to see where the whole trouble lies. How many times we have heard the laboring man say that he had rather buy of the small shopkeeper, so as to help him and not give it all to the large merchant, not knowing that this poor little shopkeeper ought to be in the field as a producer.

A great many of the laboring people don't know, but they ought to know, that if the little shopkeeper can sit around the most of the day and make a good living on, say, fifteen or twenty sales, that it must be at the expense of the laboring man or producer, as it were. You cannot get something out of nothing; that is contrary to the laws of nature; and if we live

THE HIGH COST OF LIVING

in a cold or temperate climate, it is at the expense of hard work; that the dumbest mind ought to see, and where our whole trouble lies is that there are too many sitting in the shade and basking in the sunshine.

It was the same trouble with the French people in the revolution of 1791. There were so many non-producers that the poor laboring man got scarcely anything but hard work. What the towns, cities and national government didn't get, the church did, and history tells us what happened. Poor France was unfortunate in having a Robespierre instead of a Washington to lead them out of darkness into light, and so the way was paved for that great military genius, Napoleon Bonaparte, who could manufacture more widows and orphans than any other man in history. We will have to acknowledge that the French people in those times seemed to prefer a destructive hero to a constructive statesman; but as we are not quite as emotional as the French people of those days, let us hope that we will never have a revolution in this country, and also let us hope that we will never have a Robespierre or a Napoleon Bonaparte to guide us. The American people can solve all of their difficult problems without any such leaders.

One bad feature of these enlightened times

THE HIGH COST OF LIVING

is that we have all formed the habit of paying others to do many things for us that we could just as well do ourselves.

We run to the doctor a great many times, when all we need is a little fresh air. Now, the doctors are like our little shopkeepers; a few are all right, but you see that they are too numerous to mention. Of course we all know that doctors are necessary evils, but there are so many of them that they give us more evil than is necessary. And then there is the lawyer, who is a product of human weakness and passion, and the twin brother of Selfishness. You see, when our young men get a little education they want to become doctors and lawyers, or in other non-productive occupations. It has been going on until the producers, or the "men in the harness," have got about all that they can carry. We know that a sponge or a piece of cork can absorb enough water so that it would sink in time, and so can society absorb enough of the non-producers and dead heads to sink it also.

For instance, there are the druggists; they make from twenty-five to five hundred per cent. profits. Is that right? Is that necessary? And see all of the patent medicines they stock up with that ought to be dumped into the gutter; they are mostly stimulants and

THE HIGH COST OF LIVING

irritants that cost but very little to make and command good prices.

If one's habits cause poor health, they should change their habits. They ought to study themselves and find out what is best to eat and drink and not run to the doctor for every foolish little thing. Neither should they load up with patent medicines. If we have such habits as to cause ill-health, doctors or patent medicines cannot help us unless we change our habits; and so if we study ourselves and change our habits, then we will not have much use for doctors or medicines.

It is a hundred and one such things that make so many middlemen, and so many middlemen are the whole cause of the high cost of living, which is keeping the poor laboring man's nose on the grindstone all of the time.

Am not defending the trusts, because I have nothing in common with them, but wish to say, though they take advantage a great many times in fixing prices, at the same time they are continually reducing the cost of products with new devices, which smaller companies are not able to do. We are simply trying to show it up just as it looks in the light of day. We have damned the trusts so much and have had them on the brain so long, that we can hardly see anything else that is wrong. We can

THE HIGH COST OF LIVING

never cure the disease of discontent and unrest unless we first find out what the matter is; and if we keep our mind on one organ of the body politics, the trusts, all the time, the rest of the body may decay.

The manufacturers are always looking for new devices to reduce the cost of producing the necessities of life, and the middlemen stand ready to take it all. If the people will just do a little thinking for themselves they will see it. With all our improved machinery the laboring men have got but very little of its fruits. Neither have the manufacturers gained much from new devices for reducing the costs of the people's needs. It certainly looks that if the state of Society was regulated as it should be, that we all could work eight hours per day, and the manufacturers could make the same profits that they are doing at the present time, and that the laboring people would have double the margins left after paying all bills.

The men who toil with their hands, as a rule, do not form labor unions just to make trouble. They are sincere and believe that it is necessary in order to protect themselves. Where the daily toilers make their mistake is that they think the manufacturers and captains of industry can pay double what they do

THE HIGH COST OF LIVING

if they wanted to and still make very good profits in the business. A great many of the common people do not realize that sometimes a small raise in wages will turn a paying corporation into a losing one. There is another important item of the manufacturing business, and that is the help are not careful enough with the supplies. They waste and destroy a great deal that there is no need of. You see they think it comes out of the company. They do not realize that it reacts on themselves, and that they have to work for less wages on account of their heedlessness. They ought to know that the manufacturers are going to have a profit in the venture, or "shut down." Consequently, any and everything that is wasted around any manufacturing establishment falls on the toilers' shoulders.

Take carpenters and masons, for instance, when building a house; if they shirk or kill time, as we call it, waste material and make the house cost one-fourth more than it ought to, what does it mean? It means that if they hire a tenement in that house that they will have to pay one-fourth more rent. It is simply cause and effect; and when labor organizations restrict output and make tenements and all the necessities of life cost more than they ought—they are the cause—and

THE HIGH COST OF LIVING

when they hire tenements and buy the necessities of life they are sure to feel the effect. Men who toil with their hands should remember that all manufacturers and captains of industry and their assistants, in fact all who make themselves useful, are just as much laboring men as themselves, and they are just as much a cog in the wheel of our whole industrial machine. Any man who is helping to produce the necessities of life is a laboring man, no matter whether he works with his head or his hands.

Losses. When there are a lot of buildings or other property destroyed by fire or the elements of nature, a great many people will say that it is a good thing for the laboring people, and that it will give work to the laboring man. They seem to think that if it is owned by the rich man, or that the insurance companies have to stand the loss, that it does not hurt the laboring man any. Now let us see how it works. Where do the rich men and the insurance companies get their money? Don't the insurance companies collect a little here and there from about all of the property holders, so that they can afford to pay the damages and still have a little left? The insurance companies are not in the business just for the pleasure of it, and if the property holders have to pay the

THE HIGH COST OF LIVING

insurance companies for protection, don't they have to charge a little more for their tenements? You see, Mr. Laboring-man, that all the property destroyed, no matter who owns it, the daily toilers will surely feel it, either direct or indirect. In other words, when men's efforts are destroyed there are just so many drops of sweat in vain.

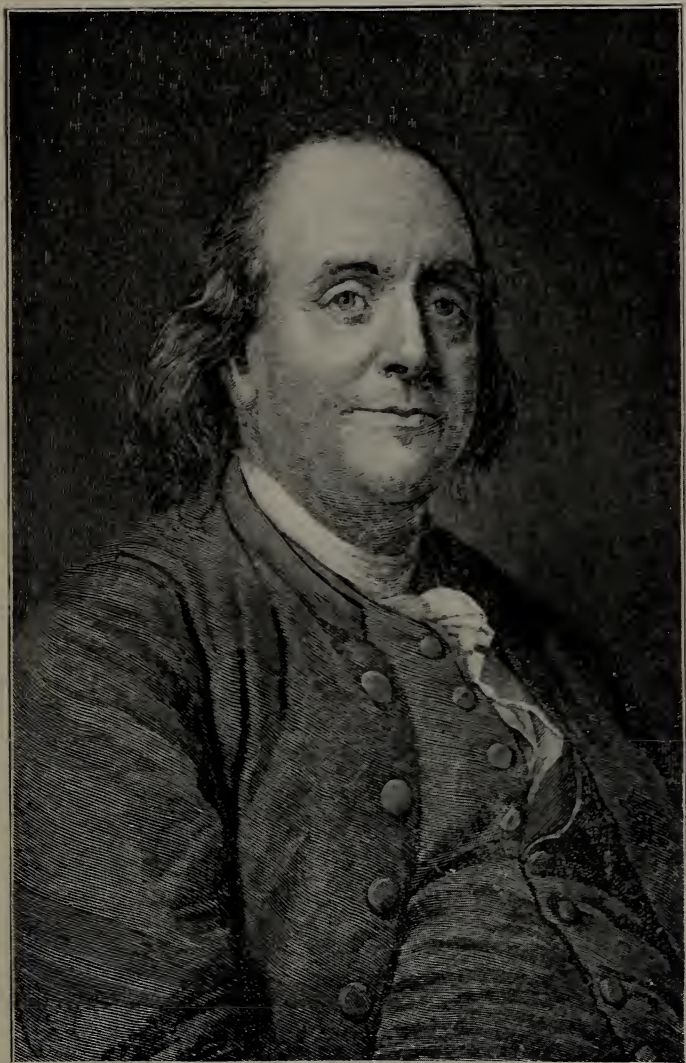
What we need to do is to get some of Benjamin Franklin's maxims on economy and study them a little. The good he did in his time to encourage the people to be saving and thrifty can never be measured or even estimated. It was the sober, industrious people of Franklin's time that gave this country such a grand start. Franklin in his day figured out that four hours of work each day would support a man; and in those times almost everything was done by hand. There was scarcely any machinery. Now, to-day, with all of the machinery and labor-saving devices, one man can do as much as several could in Franklin's time, and still he works ten hours a day and can hardly pay his way, and if he wants to take a week's vacation he has to save up a little as he goes along for a whole year. Who is getting the benefits of this labor-saving machinery that we have in these glorious times, or ought to be glorious times? The most of

THE HIGH COST OF LIVING

the people say that it is the trusts and the manufacturers, but it is not so; though they do wrong, they do lots of good also, by new methods and new devices they employ in reducing the cost of the necessities of life.

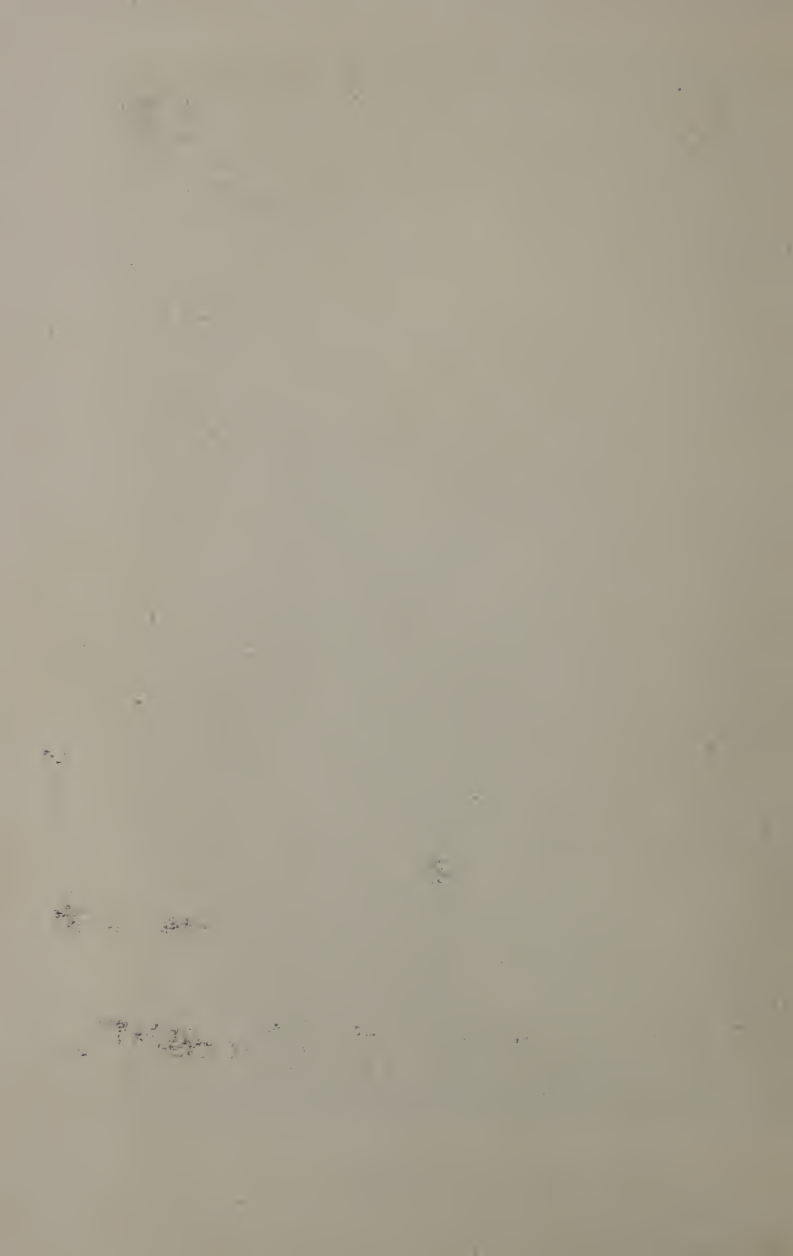
Some of the manufacturing companies do make large profits, because of superior management or because their plant is capitalized low. There is hardly any manufacturing establishment but what is rated from ten to seventy-five per cent. below what it would cost to build it and put it in good running order. Having been right between the two firing lines, the manufacturers and the men who toil with their hands, the best part of my life, have had a good chance to see things in their true light, and want to say it is more a misunderstanding between the companies and the manual laborers than it is a desire to injure each other in all labor disputes. Though labor organizations have done a great deal of good in fighting to have the number of working hours reduced, as they should be, still in all, don't think they have ever been a factor in increasing the laboring man's purchasing power; improved machinery and "cutting out" the middlemen are the only things that can do that.

I could never see why the manufacturing



BENJAMIN FRANKLIN

Great American Statesman, Philosopher and Inventor
He Discovered and Drew Electricity from the Elements of
Nature and Helped to Draw America from the Grasp of Priv-
ileged Royalty.



THE HIGH COST OF LIVING

companies fought against the reduction of the hours of labor; they are expected to have their profits on all capital invested. Wherein does it hurt the companies any if we dropped to eight hours a day or forty-eight hours per week? It simply reduces the day laborer's purchasing power. You see, to get at the root of our social disease we must cut out one-half or three-quarters of our middlemen. It is now costing from twenty-five to five hundred per cent. to get the necessities of the people's needs from the producer to the consumer, when, if all articles were handled in as practical a manner as they are while passing through the process of production, they would not cost over ten percent. You see we are studying all the time how to reduce the cost of production, but in getting the articles from the producer to the consumer we never give a thought. In fact, on that end of the deal we are one hundred years behind the times. Give the wholesaler one percent, the retailer five percent and four percent ought to pay all freight, express and cartage, which would be ten percent in all for passing or handling all articles from the producer to the consumer.

Our socialist brethren tell us that the government should step in and manage the whole business. That would be all right if we could

THE HIGH COST OF LIVING

change human nature, but that can never be done, and so socialism will never be the panacea to cure all our industrial ills. When the people get so that they had rather work than not, then it is time to talk of a government along socialistic lines. The socialists tell us that if city, state or national governments are a success, why not extend it and let the government manage everything? Will say that our city, state and national governments are not a success, and it will be a long time before they are a success. All governments are necessary evils, and so we want just as little governing as possible. The tendency of the times is to give us too many laws, with a lot of dead heads to enforce them. Let our laws be of good quality, and then we can limit the quantity. There is not a city, state or national government but what is costing from one-fourth to one-third more than they ought to run them. Take our cities all over the country and see the money wasted; watch men working on the street and watch them kill time, as we call it. They seem to think they are getting it out of the city, and that it does not hurt any man but the rich taxpayers. Now, Mr. Laboring-man, it does not hurt the rich taxpayer at all; it hurts the daily toiler, like yourself, because the

THE HIGH COST OF LIVING

daily toiler is the man that must pay the fiddler in this great industrial dance of ours.

Then there are the cheap politicians who are bleeding our cities. They take contract work and furnish the cheapest material they can get and charge the city the best quality prices. There is no need of going into all the crookedness of our city governments, because the people know all about it. I simply mention it to show that socialism, as our socialist brethren would apply it to all governments, is contrary to human nature, though it is necessary to have governments in order to protect the people in all their rights. At the same time all governments that go into the manufacturing and farming business, and act as a god-father to us all, will surely fail. Because our governments are socialistic to a certain extent is no sign that we should adopt socialism to the fullest extent. Sometimes a doctor will give a small dose of poison and it will do the patient good, but if he gave a large dose it would kill the patient; so it is with socialism, we have a little to protect society, but if we get it in large doses we will be sure to kill the governmental patient. Our socialist brethren should know that it is the extremes that kill. One's stomach can be out of order, and one could go and buy a box of pills and take three or four

THE HIGH COST OF LIVING

of them and they would do one good, or one could take the whole box and send for the undertaker. I wish to tell my socialist brethren that just because our social and industrial structure is a little out of order is no sign that we should "physic" it to death with socialistic doctrines.

It would be better if the cities let the most of their work, such as the streets, sewers and parks, out at contract. If cities were managed as well as private property, one percent, or ten dollars a thousand (tax), would keep any city up in good shape; in fact, it ought to be a disgrace for any town or city's tax rate to be more than one percent. Let us have a law that no town or city's tax shall be above ten dollars on a thousand, and then it is up to the town or city fathers to keep their eyes open and run the town and city governments as they would manage their own private property. Then there would be competition between the towns and cities to see which could get the most out of the one percent. tax and keep the towns and cities looking the best.

In these days, when the city fathers want to go on a pleasure trip, all they have to do is to raise the tax rate, and that is only one of the hundred other foolish and crooked things that keep the tax rate from forty to fifty percent.

THE HIGH COST OF LIVING

higher than it should be, and helps to make the cost of living higher and the poor laboring man's burden harder to carry.

Once it was a great honor to be mayor of any city or to be called one of the city fathers, but now they are inclined to call them city grafters instead of city fathers.

All men that manage our towns and cities should be middle aged or past; men that are ready to retire from business; men with mature judgment; men that have all the wealth they want, and, also, men who have the welfare of the towns or cities at heart and who are proud to see it run well and look well and are glad to give their time for nothing. There are plenty of such men in any town or city who would be glad to give their time just for the honor of it; but alas, there is no honor in these enlightened times in holding any town or city office. The young and cheap politicians have made it more of a disgrace than an honor to hold a city office. It is such men as these that keep honorable men in the background.

The trouble is not with our form of government; the whole trouble is with the average voter. He does not do enough of thinking about his town or city's welfare. The average voter does not realize how careless he is with his ballot. A great many voters are inclined

THE HIGH COST OF LIVING

to support the cheap politician, because he sees more of him in every day life. The cheap politician makes a great many voters believe that he lies awake nights thinking of their welfare, when instead he is up nights spending their money. Do not forget, Mr. Laboring-man, that every dollar squandered in a town or city's government reacts on the men who toil with their hands and not the rich taxpayer, as so many believe.

When the city fathers put up the tax rate the rich taxpayer puts up the rents. All property holders are going to have their profits, no matter what the tax rate is, and so the men who toil with their hands may be the last to get hit, but they never escape the knockout blow.

Fifty years ago mayors of ordinary cities got in the neighborhood of three hundred dollars per year for their services. The alderman and councilman got hardly anything but the honor that went with such a position in those times. All of the city employees had to work and earn their money the same as factory and shop hands. But how is it to-day? The salaries of the city officials are continually being raised, and the day help on the streets are getting at least twenty-five percent more than factory help, and they work only eight hours. Eight hours are enough for anyone to work,

THE HIGH COST OF LIVING

and if men working for the cities are going to have an eight-hour work-day, why shouldn't the people shut up in the factories and sweat-shops have an eight-hour work-day also?

Did you ever notice one of the city laborers scraping a street crossing? Watch one sometime; he will work a few minutes, then stops and talks with the little shopkeeper sitting in his doorway, and after putting in his eight hours work at twenty-five cents per hour, how much has he benefited the city? Perhaps fifty cents' worth.

Where does all of this money come from that is squandered by our city, state and national governments? Does it come out of the farmers and factory workers, or do our city, state and national officials bring it forth by waving some magic wand? A great many may say that it is small and foolish to show up such little things as the city help, and that it has nothing to do with the high cost of living; but if the tax rate is from fourteen to twenty-four dollars on a thousand, when it should not be over ten dollars on a thousand, why isn't that a big item toward increasing all rents and putting a greater burden on the daily workers who are obliged to hire tenements? No matter which road we travel on our industrial journey it is sure to lead us directly back to the every-

THE HIGH COST OF LIVING

day working people, because they are the creators of all wealth—and every dollar that is wasted by the city, state or national government officials or by the rich people who do nothing but dissipate, is sure to react either direct or indirect on the work-a-day people. It is just so many drops of sweat in vain. Time will prove that the reason why the cost of living is so high and that the laboring men are not getting their just dues is because they, the laboring people, are carrying so many city, state and national officials, along with the wholesalers and retailers, doctors, lawyers and people in one hundred and one non-productive occupations. As fast as we have improved machinery and have gotten up new devices for cheapening the necessities of life, the dead heads have stepped in and received all these benefits, and the man who operates these machines has received but very little of their fruits.

A great many say that our educational system is too liberal; that we are turning out too many "swell heads"; that the young men and women who get a little education want to be in professional and other non-productive occupations.

Perhaps we are getting too many colleges in the country; but anyone will have to ac-

THE HIGH COST OF LIVING

knowledge that our public school system is the grandest institution in the world.

Every man and woman ought to have at least a grammar school education, no matter what their future occupation is to be. The man who shovels dirt in the ditch should be able to read and write, and to know something of his country, and also know who he is voting for; and every woman in her humble little home is a better mother if she has had the advantage of a grammar school education.

The time will come when our young men and women will do away with some of their false pride and learn that one can have a good education and still do manual labor without feeling disgrace.

Some people say that the best way to reduce the number of our middlemen is to have co-operative stores. The question is, "Is human nature so constructed that such a system will work?" We all know that it failed at Zion City, near Chicago. Still in all, there are large co-operative stores in England, and they seem to be successful, and they have been running for years. Yet those co-operative stores in England have competition with the regular or private stores, and no doubt they try harder to make it a success than they would if the whole country's trade was conducted along

THE HIGH COST OF LIVING

those lines. To me it seems that co-operation is another name for socialism. There is no doubt but what we can stand socialism in small doses, but, like poison, if we take it in large doses, it certainly looks as though it would kill.

Why do not men with socialistic ideas collect, say, twenty thousand of their "dyed in the wool" brethren and acquire a large tract of land in some of the western states and give their doctrines a good test and demonstrate to the world what a grand cure-all they have? The government and the people would be glad to give them a chance to prove to the world what is best for the human family. They could build their own city and have their own farming land all around it. They could have their own government and no one to interfere with them in any way, shape or manner. All good things start in a small way, and if the socialists will only colonize on some good piece of land, and there is a plenty of it in the west, and show the people what can be done by having such brotherly love. Then, if it is a success, they can win all of the people over to their way of thinking, because the people want that that is for the best; and so, if our socialists will only go out west and do a little more sweating and less talking, they will stand a better chance of winning converts. Of

THE HIGH COST OF LIVING

course no fair-minded man will condemn the socialists, or any other people, for what they believe, so long as they are honest and sincere and do not try to take their fellowmen's rights away, because it is absolutely necessary to have all kinds of people and all kinds of beliefs in order to advance the human race, just as it is to have different organs in our body, each one to do its own particular work. If we build a machine and have all of the parts the same, why it would not be of any use; but by having the parts different in sizes and different in shapes, we are able to make a machine that will turn out an article that is both beautiful and useful to mankind. So it is with the human race; if we all had the same thoughts and beliefs we would be just like a machine with the parts all alike, of no good whatever.

If we had but one religion and but one political party, what would be the result? Why, competition would cease, of course. And what would our condition be without competition? It would be this: that we all would feel that everything is all right, and that it would be useless to try for anything better; that we had finally found another garden of Eden.

Though we have religions and political parties among us that we think are an injury to society, still in all, would we try as hard if we

THE HIGH COST OF LIVING

did not have them among us to spur us on for something better? So let us all be tolerant and try to learn from each other all things that are best for us all. But socialism, as the socialist people would apply it to our whole industrial system, would surely fail, because it would take away individual effort, and any or all things that take away or have a tendency to take away, individual effort is a curse to any race or nation. For instance, take any government that is paying old-age pension. (Is it not a sign of decay?) There is not the same incentive for a people to be sober and industrious where the government acts as a god-father to the people in all ways. How natural it would be for the irresponsible to say, "Come in boys and have another drink, the government will take care of us when we are old." Is it not plain to see how demoralizing such laws would be? Why, it is individual effort that made this glorious country what it is, but it will not remain glorious if we tax the sober and industrious people in order to feed the improvident, and have so many unnecessary men collecting taxes that should be at work producing something. Take notice, it costs quite a little to collect taxes, therefore all governments should collect just as little as possible.

It is plain to see that we have been getting



EX-PRESIDENT THEODORE ROOSEVELT
The Great Propounder of Truth and Good Morals

THE HIGH COST OF LIVING

extravagant along all lines, and we won't find any city, state or the national government managed in an economical manner; in fact, the officials are outrageously extravagant with the people's money. It is very easy for our officials to spend other people's money. Take what it is costing any so-called civilized nation each year for standing armies and great navies, and it would buy all of the daily toilers a suit of clothes. The price of a suit of clothes may look small to some, but there are a great many manual laborers who do not have enough left after providing for their families to enable them to buy a suit of clothes only once in three or four years.

That great and good man, ex-President Roosevelt, who is always glad to shake the hand of any good man, regardless of the coat he wears, and who puts good character above the tall hat, tells us that nations should be just as honorable with each other in all their dealings as individuals or private parties. "Well and good"; but Mr. Roosevelt's greatest admirers would like to have him go a little further and tell us that it is just as much a great wrong for nations to maintain great navies and standing armies to destroy each other and fill the world with widows and orphans as it is for individuals and neighbors to go armed

THE HIGH COST OF LIVING

for the same purpose. For whom do we have the most respect? Neighbors that live in peace and never go armed, and after their day's work is done can sit in the shade of the old apple tree and talk of ancient and modern times, each one giving the other new thoughts and ideas, or neighbors in the Kentucky or Tennessee mountains, who are walking arsenals, and who carry their family feuds down from generation to generation and will skulk in the shade of the old apple tree, watching for a chance to level the rifle and send his neighbor into eternity?

It is costing the leading governments of the world from fifty to seventy-five per cent. of their total income to maintain great standing armies and to build great navies, and for what purpose? To kill of course; where, if men will only wait a little, they will die any way. A great many people seem to think that if boys do not learn to walk with a gun in their hands that they will grow up cowardly and soft, and will become easy marks for nations that have war-like tendencies. Time has proven that such is not the case; in all our wars where have our best soldiers come from? Were they the "plug-uglies" around the city slums that were always in trouble, or were

THE HIGH COST OF LIVING

they the sober and industrious people on our farms and in our shops and factories?

Which are the greatest nations of to-day? Is it the nation whose people carry concealed weapons or the nations that are made up of peaceful people?

Any liberty-loving people, who are sound of body and mind, and have been brought up to respect other people's rights, will always give a good account of themselves in any great struggle.

You see, with the awful cost of maintaining the cities, states and the national government, along with all of the non-producers, it is easy enough to see why the daily workers are having such a hard time of it to live and bring up a family. That is where the fruits of all the improved machinery have gone—simply absorbed by the leeches in linen collars.

Take the tariff. See how many men it takes to watch and collect duties on imported goods. In small places it costs more than one hundred per cent. to collect the duties on foreign-made goods. A tariff is all right for a country that is new and is just commencing to manufacture their own wants and needs, because it acts like a stimulant and prevents foreign countries from flooding the market with goods and driving the inexperienced out of business. The

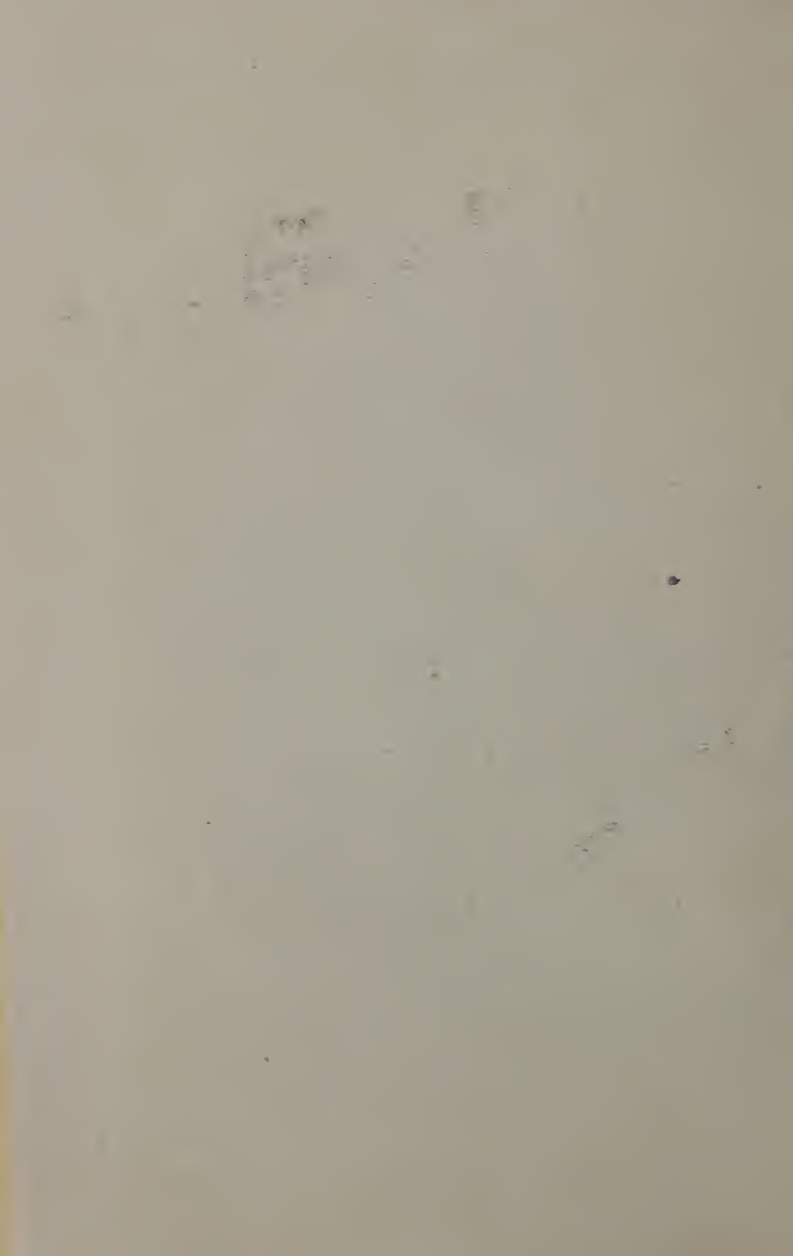
THE HIGH COST OF LIVING

United States is not new in the manufacturing line, and we are fully able to go it alone without having such a high tariff. There is no doubt but what the tariff makes a higher wage, and that is what brings so many foreigners here, because they look at what they can make here and not what it takes to live on. Besides, in a great many cases, the foreign people can come here and get the higher wage and live on what the American people won't put up with. So there is no doubt but what the tariff has developed this country as much in the last fifty years as we would have grown in one hundred years under free trade. But still in all, to say that a tariff will increase the laboring men's purchasing power, is to say one can get something out of nothing, or that we can have some great effect without a cause.

Because a country is growing fast in wealth and population does not always mean that the common people are happy and contented. The people of France are just as well off and just as happy as we are, and they are about stationary in wealth and numbers. The American laboring man's purchasing power is greater than that of the laboring man of the Old World because they are the hardest working and the greatest machine-using people in the world.



ROBERT FULTON
Inventor of the Steamboat



THE HIGH COST OF LIVING

When the foreigner comes to America he has to get wide awake and hustle, or they, the foremen, won't have him, and in some cases it takes some little time to get him into line. I have always voted for a protective tariff, and still believe that it is a good thing for all new countries and for some new industries until they get well started. But the older we get the more we should drift toward free trade. Take all of this foreign trade that we hear so much about—how much does it actually benefit the laboring man? We cannot sell to any country unless we buy from them, because if our foreign trade was all exports and no imports of goods, you see, in a little while we would have all of the gold in the world, unless our idle rich did a little more travelling and a little more dissipating in foreign countries.

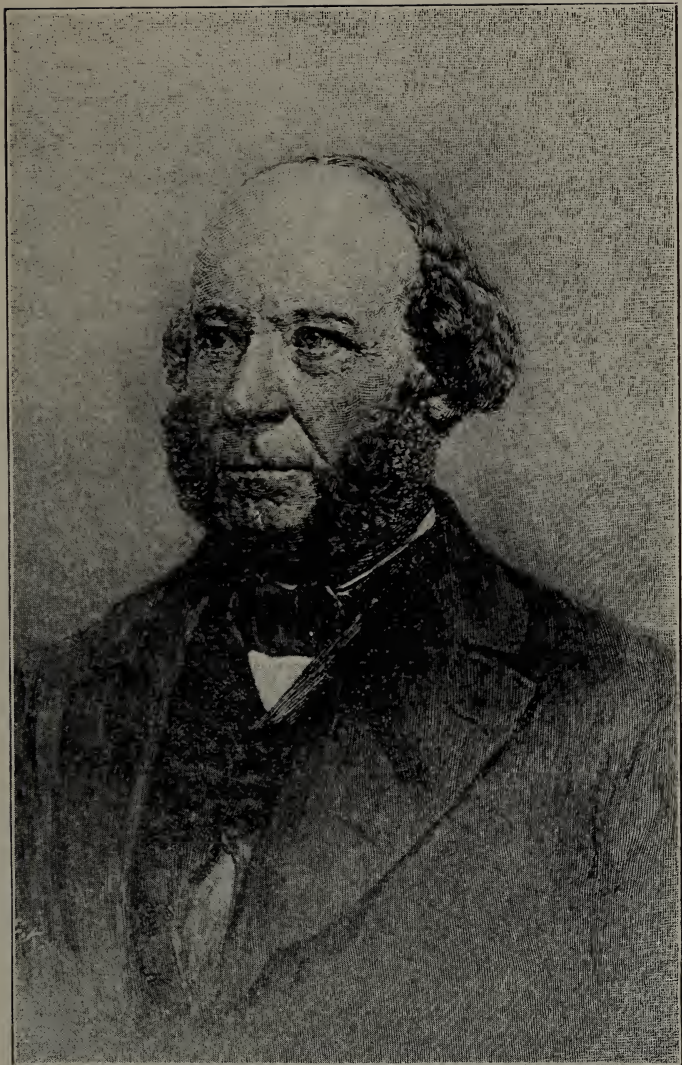
Of course it is necessary to import goods that we need and cannot produce at home. International trade is a great blessing between a warm country that produces fruits, spices and hundreds of other things that we need and cannot produce in the States; and, on the other hand, a cool or temperate country like ours is better fitted for manufacturing. So trade with warm countries that can produce what we need and want is a benefit, but to try and build up trade with any nation whose natural

THE HIGH COST OF LIVING

resources and climate are about the same as ours is a great deal like a lot of farmers selling each other wheat, corn and potatoes. They go to the expense of getting men to cart their wheat, corn and potatoes back and forth, and at the end of the year they find themselves just where they commenced, minus the cost of carting, and the only satisfaction they, the farmers, would get from the transaction is, that they have done a great business for the fiscal year just closed. See what it is costing the United States for ocean freights on our exports and imports, and who pays the bills? Why, the American producers, and no one else. Sometimes the same articles are shipped across the water two and three times, which is another item toward increasing the number of middlemen and non-producers for the hard-working American people to feed.

It isn't always the countries with the largest foreign trade that have the most happy and contented people. This foreign-trade business is a great deal like our little shopkeepers. It is overdone, so as to create soft and easy money-making places for men in high collars.

There is nothing good for any country unless it benefits the common, every-day working class; and a foreign trade that does not come natural, and that we cannot get without going



JOHN ERICSSON

Whose Inventions Changed both the Navigation and the
Navies of the World

THE HIGH COST OF LIVING

to a lot of needless expense to the laboring man, is not worth having, and when we say expense we mean cases where our exporters sell to foreign countries at a price from one-third to one-half less than what they do in our home market.

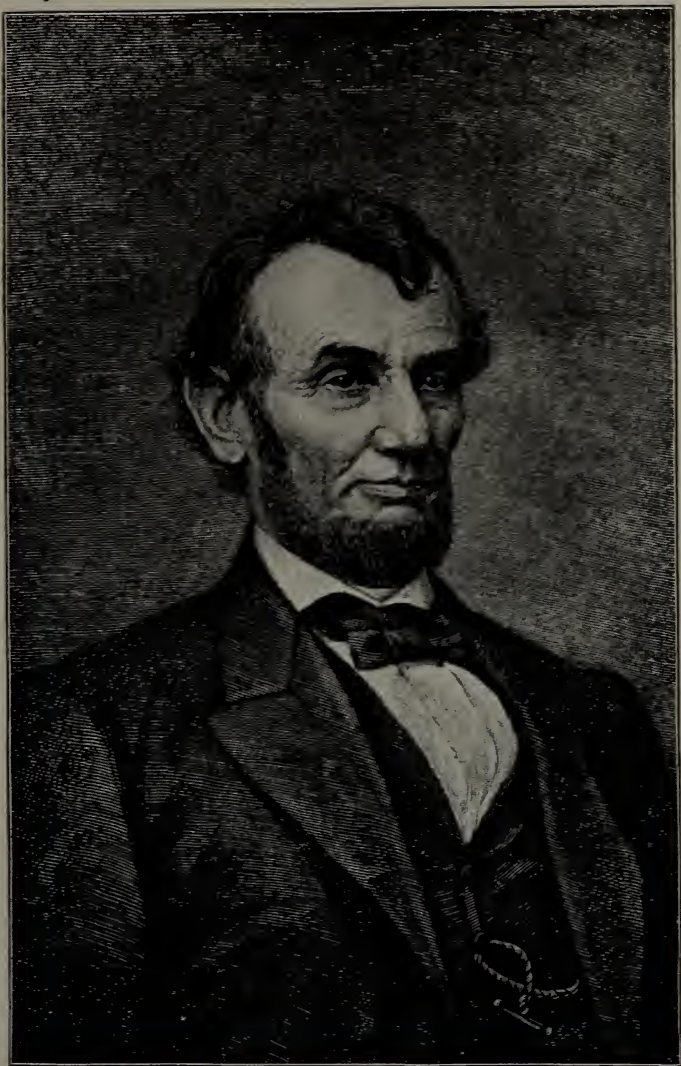
Take countries like England and Germany, whose home territory is limited. They have a great foreign trade and are building up great manufacturing centers. But do great manufacturing centers make the people any happier, and how will it be when a great many of these unenlightened countries that England and Germany are now manufacturing for commence to make their own goods? What will happen then? It will be this: That there will be great suffering some day in those congested countries. They, the people, will either have to get out or starve. The great manufacturing countries of the future are those that have a great home territory which means a great home market, and the United States should include all of North America down to the Panama Canal. But no nation should hold by force non-contiguous territory after they, the people of the non-contiguous territory, are enlightened enough to govern themselves. Canada should have joined hands with the United States years ago, and would

THE HIGH COST OF LIVING

have done so only for her people being so fettered with old and worn threadbare traditions. Canada- copies about everything from the United States, and still she does like to lift her head high and turn her back on Uncle Sam whenever he tries to act gallant to her. Take the railway system, the money system and public school system, in fact about all of her laws, and they look as much like the United States' as potatoes look like the seed they grow from.

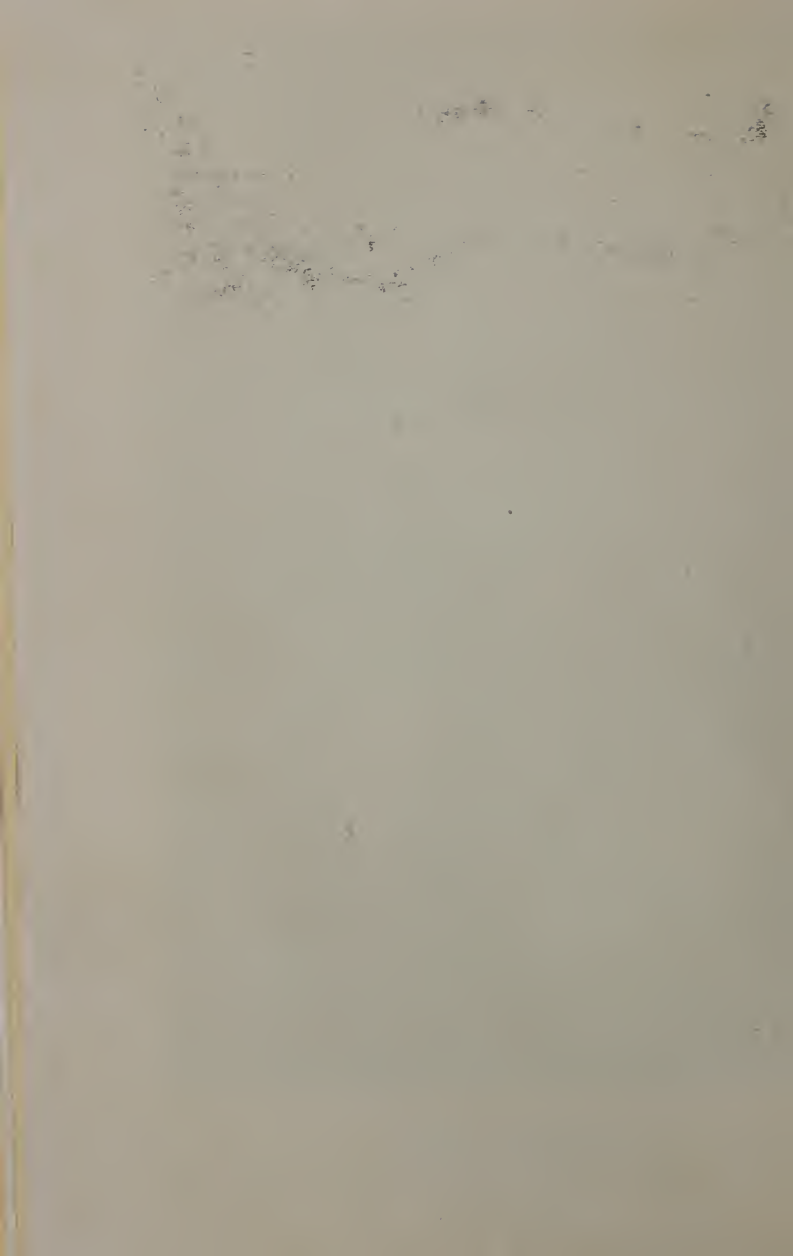
It would be better for Canada and the United States also, if they were united; but you see the people of Canada think more of what their grandfathers did than they do of what their future generations are going to do.

There should not be any tariff fence put up in North and Central America, all trade from Alaska to the Hudson Bay and Newfoundland down to the Panama Canal should be as free in its natural course as the Mississippi River. See what a saving it would be to both Canada and the United States if we could only do away with all of the duty collectors on imported goods along the boundary line. A great many would say that we have got to have the money to run the government, and so we may as well collect it that way as any other. But you see that is an expensive way of get-



ABRAHAM LINCOLN

He Was as Gentle and Tender Hearted as Any Woman; As
Wise as Moses and as Firm in the Right as the
Rock of Ages



THE HIGH COST OF LIVING

ting the funds to carry on the government. It is better to collect the money in a more direct manner which would cost but a fraction compared to maintaining tariff collectors along four or five thousand miles of boundary line, besides the people would commence to see what an awful lot of money is wasted in running this government of ours if the tax was more direct.

An indirect tax, like all tariffs, may be a good one to fool the people; but Abraham Lincoln said, "You cannot fool all of the people all the time." No matter whether the tariff is direct or indirect, if our cities, states and the national government squander a lot of the money that is produced by the daily toilers and they are the ones that must bear the burden, because all business men are going to have their profits in spite of all, then all public officials must be responsible for a great deal of the poor man's hardships and the high cost of living.

It is high time that the great thinkers, the world over, take hold of this great economic question before we are flooded with socialistic and "wild cat" doctrines, and when we say great thinkers we mean statesmen and not politicians. The late Thomas B. Reed once said that a statesman was a successful politi-

THE HIGH COST OF LIVING

cian dead; but like all witty sayings, it is only a half truth. A statesman is a man that, when any great question or issue is under discussion his first and only thought is, is it best for the country; is it the best for the people; whereas with the politician, if any great question is agitating the country, his first and only thought is, will it hurt me; will it hurt my party. You see, there is a wide gap between the statesman and the politician.

It is costing nearly one thousand million dollars per year to run the national government and about two thousand million dollars per year to support all of the towns, cities, counties and state governments, which is in the neighborhood of three thousand million dollars in all for the people of the United States to pay to be governed, which means that for every man, woman and child in the United States we spend thirty-three and one third dollars from taxes of all kinds, and if we figure every third person as an actual producer that means just one hundred dollars tax that they must bear. Quite a burden for the laboring people, you see. But that is a small part of the load that they, the daily toilers, have to carry.

There are the people in business and in all the different professional occupations along

THE HIGH COST OF LIVING

with the idle rich, tramps and dead heads, foreign Dukes and (No) Counts, that the daily toilers of the United States have been producing for. Now—the greatest thinkers, not only in this country, but the world over, must take hold of this great and living question (the poor man's burden) or the world will get such a dose of socialism that it will take more than one generation to recover from it. Socialism may sound brotherly, but it takes away individual effort, and if given a good test it would take away all ambition.

Let us suppose that the government owned all the farms, shops, factories, railroads and mines of all kinds and produced everything that the people needed. What would be the result? Why, a large per cent. of the workers would shirk their duties, of course, at every opportunity they had. Now, when a lazy man is working for a private concern he knows that if he does not attend to business that the boss or foreman will be sure to notice it, and he also knows that the foreman will go looking for another man to take his place, therefore being too proud to beg and too cautious to steal, he braces up and does a fair day's work, greatly against his will. But suppose this same man is working for the government and knowing that there is no one else to work for because

THE HIGH COST OF LIVING

the government employs all, what will the government do with this lazy man when he neglects his duties? The foreman knows when a man is doing the right thing and he knows when they are not doing anything at all. Now then, what would the government do with the "time killer" (and the government would have a lot of them to deal with) would the government cast them out to perish for the want of food and clothing (if so, how long would the people tolerate such conditions of things) or would the authorities use corporal punishment to make them bear their share of "Life's Burden." If so, how long would the people stand for such a demoralizing practice. Now this time-killer knows or feels that as the government employs all, and because there is no one else to work for but the government, that he can do about one half or two thirds as much as he ought to—and what would the government authorities be able to do with him?

If the foreman should say anything to the time-killer and shirk in regard to the quality and quantity of his work, what would be the lazy man's reply? He will say, of course, that he is doing as much as anyone else, and he will also be wise enough to let his foreman know that he has got a vote for the other fellow next election day. And so there you are.

THE HIGH COST OF LIVING

The foreman to be popular and to retain the good will and votes of the men under him, will let things drift, and how long is the progressive man going to work hard beside the lazy man—only a short time. The hard working men know when any of their fellow workers are lagging behind, and in a short time the hard working man will do just as little as the lazy man, under the rules of socialism or government ownership. You see, the whole social structure must fall under such conditions, because it is contrary to human nature for a man to sweat in the harness and then hand his results over to the man who has been sitting in the shade taking things easy. When men are willing to work and sweat for their fellow men, then socialism, as our socialist brethren would apply it to our whole industrial system, will be a success, and not before.

If the government looked after our whole industrial machine as our socialist friends would have it, eventually all family ties would be lax—and what would the human race be without family ties? It is family ties that make a great nation. The more a man thinks of his family the more he loves his country—they go hand in hand.

Find a man who has deserted his family and you will find the poorest kind of a patriot.

THE HIGH COST OF LIVING

All men and women that are running around getting divorces and scattering their children over the land will make mighty poor nation builders.

Love between husband and wife and for their children is the only seed from which civilization can grow.

When we think of all the responsibility that society imposes on husband and wife to protect and care for their offspring, and yet so many desert their children for charitable and state institutions to care for, what would the conditions be if the government acted as godfather to us all? Surely we would not want to become lower than the animals in the jungle, who will fight to the death to protect their young.

If the government was the only farmer, manufacturer and miner, in fact, produced everything that the people needed, how natural it would be for us to shirk responsibilities. Who would regulate the size of the families? Some men would just as soon have twenty children as four if they thought through indifference on their own part they could force the government to care for them, and some men would just as soon have a dozen wives to love and honor, if we were living under a socialistic form of government; because with govern-

THE HIGH COST OF LIVING

ment supervisions over all of our industries there certainly would not be any race suicide.

There would be children in front of us, children to the right of us, and children to the left of us, to volley and thunder and who would there be to care for them, and to have love for them, since so many had blundered when our whole governmental system is conducted along the lines laid down by the socialist organization—. Then God pity the mother, because there would be so many men who would become neglectful and indifferent toward their offspring.

Socialism is the product of Royalty—it is the other extreme. As all followers of the Royal families are of the privileged class and have always had all laws made in their favor and to the disadvantage of the poor people, and as one extreme leads to another, it is very plain to see why so many of the common people have become Socialists and Anarchists, Blackhands and Blacklegs. They have been kept down for so many centuries in the old part of the world that they have learned to hate all kinds and forms of government, a Republic as well as a Monarchy.

A great many of the people who come to the United States, from those countries that try to maintain feudal customs and ideas, will

THE HIGH COST OF LIVING

give the American people a great deal of trouble and they should and must be made to find a middle ground. The United States should teach them that we do not want either of the extremes—a monarchical government or a jungle government, but a good republican form of government which is the only human government in the world.

Some people may say that all countries under kings and queens are improving, as well as the United States. So they are, and as they improve they become more republican in form, and the kings and queens mere figure heads. Take notice, the worst forms of monarchical governments are those where the hereditary rulers have the most power and the best form of monarchical governments are those where the hereditary rulers have the least power, which goes to show that the only government that is fit for any enlightened race is a republic in form.

Who would ever think of putting a young boy or girl at the head of any great business or manufacturing concern and expect them to make a success? Is it not plain to see that they could not show any executive ability and that things would soon be all demoralized? The whole concern would suffer, stock holders as well as employees.

THE HIGH COST OF LIVING

Would there be the same incentive for the foreman and his help in any great manufacturing establishment with a fool boy at its head? The standing of any great manufacturing concern is just as good as the man at the head of it and no better; and would it not be just as demoralizing to have a fool boy or a fool man at the head of any government, just because he was born lucky?

It certainly must be humiliating for great men to kneel and humble themselves before such figure heads as the old part of the world has.

In ancient times when people were ignorant and had more of the animal in their make-up, a monarchical form of government was necessary, but in these enlightened times the common people should do their own thinking and learn to govern themselves.

How disgusting it is to have so many of the American people hobnobbing with Royalty just for the sake of notoriety, and Royalty will extend hospitality to them for two reasons—one is to show the world what grand establishments these Royal Courts are and the other is to procure the American dollars. And they do.

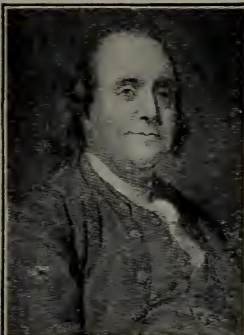
If all of the American people should stay at home for a year or two it would cause a panic

THE HIGH COST OF LIVING

in the capitals of Europe. The American people will go across the water and spend hundreds of millions in an extravagant manner and then are obliged to borrow gold of Europe in order to develop their own country, and of course all of this interest money that we send to Europe every year is a dead loss to the United States. It is just the same as if Europe collected so many millions of dollars in taxes every year from this country.

Then, too, there are many of those foreign titles that must be paid for in gold. If we will stop and think, it is easy enough to see where all of the gold that has been mined in this country since 1849 has gone. Any American who will buy a foreign title for his foolish daughter is a mighty poor citizen of the United States and a detriment to the human race, and the American people should take good care that such a man does not hold any public office of any kind. It might be a good thing for this country if such a man was disfranchised because he repudiates all principles and doctrines that mankind have battled for these many centuries.

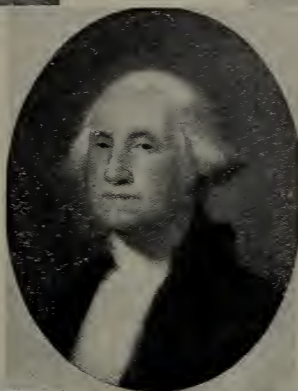
Some people will say that kings and emperors are not as bad as they were a great many years ago, and a good reason why, because the people have trimmed them, and are fast mak-



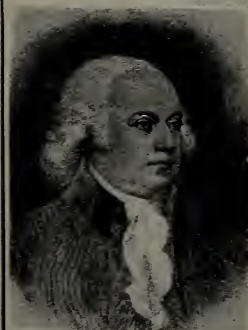
Benjamin
Franklin



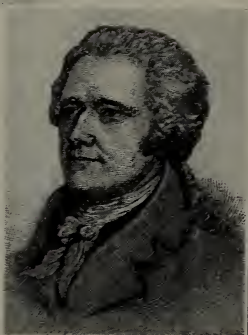
Thomas
Jefferson



George
Washington



John Adams



Alexander Hamilton

THE GREAT FIVE

Whose Wisdom and Labor Gave Us the Greatest and Best
Government in all History.

THE HIGH COST OF LIVING

ing mere figure-heads of them. But give them the power that they had in olden times and they would keep the world in war continually.

If the people of Europe get the impression that the American people are losing faith in this glorious old republic of ours because some of our idle rich "run" after royalty and titles, they are making a great mistake. ,

Republican principles and doctrines are so dear to the average American that there will never be a man great enough or popular enough, that, should he show the least desire to become king, emperor or dictator of the United States the people would sweep him aside without any hesitation whatever.

The American people love a hero if he has good qualities and is democratic through and through. The people on this side of the water are too cool and calculating to ever let their emotions carry them away from the teachings of Washington and Franklin, Adams, Jefferson and Hamilton.

Would Europe be as liberal as she is to-day with the poor people if there had never been a great American Republic?

Who can ever measure or even estimate the influence that the new part of the world has had over the old part, for the uplift of the down-trodden and weary.

THE HIGH COST OF LIVING

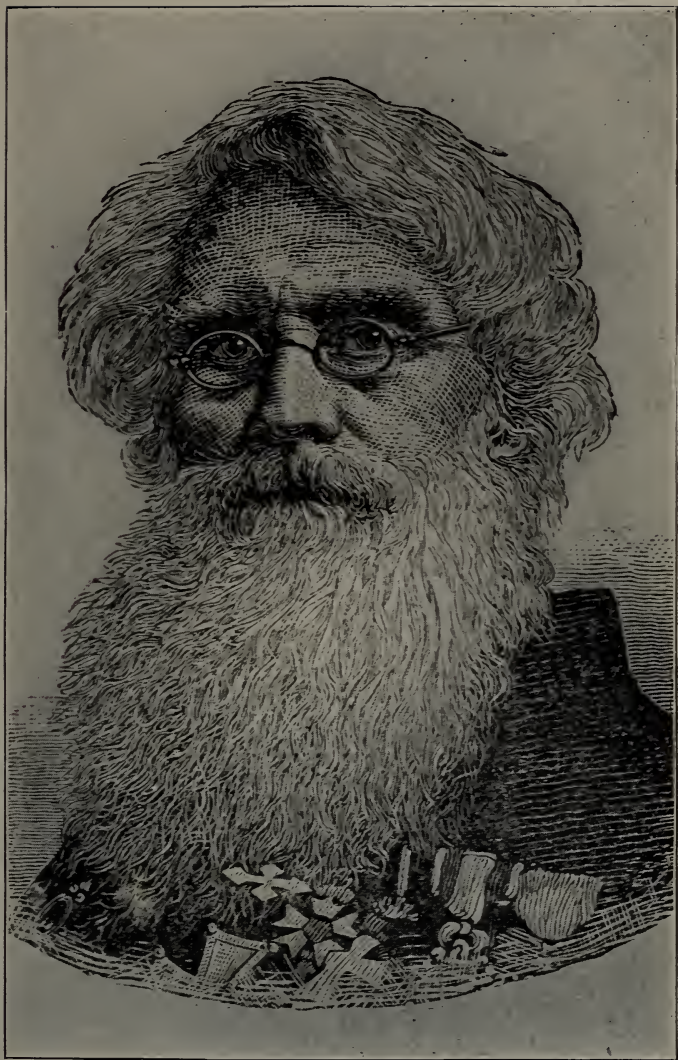
Of all the many millions that come to our shores to find a better home, and free air, there are many thousands who go back to their native land on a visit, and then they see the difference between the western and eastern shores of the Atlantic Ocean and they do not lose any time in telling their old friends and neighbors the difference.

It is Uncle Sam's adopted citizens who are spreading the doctrines of Republicanism in the old world and they are making the royal families very uncomfortable.

We cannot condemn a man because he is king. It is the people that are to blame for being foolish enough to keep a king or queen at their head.

If kings have any sense of humor they certainly must be amused sometimes to see the people strive and plot against each other to see who can be the most in thir favor, and that is the extreme of riches and idleness which leads to the other extreme of socialism and anarchism.

The privileged class of Europe try to make us believe that we are more corrupt than they and that there is more grafting under a Republican form of government than there is under a monarchy; but where the difference



SAMUEL MORSE
Inventor of the Telegraph

THE HIGH COST OF LIVING

lies is, in this country, if a man is found crooked they show him up, regardless of all circumstances or consequences, whereas under a monarchy, if a man is found crooked and they think that it will cast a stain on the government, it is hushed up.

The newspapers are more cautious in the old country than they are in the United States, and in a very great many cases the newspapers of Europe are compelled to keep certain news covered up when it is liable to injure the good name of their government. The most of the newspapers will hold news back if they think it will give the outside world an insight into their own governmental affairs—but—let us see how it is in the United States. Just because we have free speech and free press our newspapers will color things all they can, and a great many times make it out a great deal worse than it is. Am inclined to think if Europe had all of our newspapers and reporters for a year or two, things would not look very rosy over there.

Man for man and woman for woman, the United States are just as far ahead of Europe in good morals as they are in science and public institutions.

Some of the American newspapers let their enterprising spirit run away with their judg-

THE HIGH COST OF LIVING

ment, and a great many of them have more enthusiasm than brains.

The way some of our American newspapers needlessly attack our good men is shameful. It is a newspaper's business to give news and not try to injure a good man just because he won't take their advice at all times.

The trouble with a great many of our newspapers is, that they think that they have a special mission here on earth—to teach and guide the people, whereas it is doubtful if ten per cent. of the readers of the daily papers look at the editorial page.

I have often thought in the past that after some of the newspaper reporters have been graciously received by the people and then go away and paint them with all of the colors of the heavens and earth, if they ever had a feeling of remorse come over them.

The public press is a great blessing to the people, and most of them look for their daily paper as they do for their breakfast and supper. But, still in all, the editors should bear in mind that it is better to spare a guilty person once in a while, than to misrepresent and injure so many good people.

In olden times malicious gossipers were punished, and yet some of our yellow-sheets are not much better than malicious gossipers.

THE HIGH COST OF LIVING

When trying a case in court, the Commonwealth expects the judge and witnesses to give the jurymen the facts, and then the twelve jurymen are expected to decide the case to the best of their ability. And so it is with the newspapers—the people expect our daily journals to give them facts, and then let the multitude decide, each one for themselves.

These vicious attacks on so many of our good men is nothing new. They learned to do the same in Revolutionary times, and made the great and good Washington heart-sick a great many times, and still there is no doubt but what our Revolutionary fathers, who signed the Declaration of Independence, and formed the Constitution of the United States were the wisest body of men that ever came together in the history of the world—and—that the old Federal Constitution serves us so well after one hundred twenty-two years, goes to show how wise and far-seeing those men were.

The American people should look upon the Constitution of the United States as something sacred, and tamper with it just as little as possible. We cannot trace any of our political ills back to the Federal Constitution, because it will serve us just as well to-day as it did our fore-fathers one hundred years ago, if we only live right.

THE HIGH COST OF LIVING

The American form of government is as good as any people can ever expect to have, but if we cannot educate ourselves so as to make this Republic a success, then there is no hope of any social structure of the future that will advance the human race. It certainly seems as though this government is a success or it would not attract all nationalities from all parts of the earth. Surely it is not our natural resources that bring such a horde of human beings to our shores every year, because there are many parts of the earth where the natural opportunities are just as great as in the United States—and still they remain undeveloped because of feudal ideas, which deaden the people and cause them to remain dormant.

The people of this country are suffering a great deal because of such a continual outflow of gold.

Let us look for the different causes that are working to the disadvantage of this country.

To begin with—there are the freight charges that we pay to foreign companies on all our exports and imports, and there are hundreds of millions that American tourists take out of the country every year along with hundreds of millions more that our adopted citizens send home to their people. And still

THE HIGH COST OF LIVING

there are a great many more of foreign born people that want to be adopted just long enough to make their little pile of gold, and then away they go, back to the Old Country to live in peace and plenty, and while they are over here they consume just as little as possible, consequently such people help but very little toward keeping our shops and factories running.

Let any who wish make inquiries at any post-office located where there are large numbers of foreign people, and then they will have an idea what a great amount of gold Uncle Sam is losing, from this source alone; and then there are hundreds of millions in gold that must go to buy foreign titles and to keep up old castles and palaces with hundreds of servants to pay and feed.

When the American papa buys a title with a Lord Degenerate or Duke DeLoafer thrown in, for his little daughter, who has been reading romantic novels about these wonderful castles and palaces—what has she got? Let us see. He takes her money and establishes other women, and he stays up nights gambling and loading up with dope; now what does our little American heiress do? She can do nothing—she has taken a foolish step that is hard to retrace, and she has enough of the American

THE HIGH COST OF LIVING

spirit in her make-up to take her bitter medicine and keep mum.

And then there is quite a drain of wealth through American sympathy. Every time the old world has any great misfortune such as an earthquake, flood or fire, where do they turn their eyes for help—it is toward their Uncle Sam, of course; they knew who is “easy.” The American people can take care of their own, and so could the people of Europe, but it would seem as though they intend to get all they can from this country.

So you see we give Europe our gold and then we are obliged to go over there and borrow it in order to improve and develop our own country.

Now we must bear in mind that all interest that we have to pay on money borrowed in Europe is a dead loss to America, and how can Uncle Sam stand such a terrible drain all the time? We will say by working his people fifty per cent. harder than they do in the old country, and because we are the greatest machine-using people in the world. But if it was not for Europe getting the best end of the bargain continually, we would have plenty of gold to enable us to develop this great country of ours and also to loan to the rest of the world.

With those nations of Europe that have no

THE HIGH COST OF LIVING

gold mines and a very small foreign trade, it is doubtful if they could maintain a gold basis without help from the American tourists. They show the American their historic treasures in exchange for the "easy" American gold.

It would not be as bad if there was a reasonable amount of traveling abroad, but it is getting to be such a fad that the country is feeling the loss of gold—and it seems to be going from bad to worse. All of this money that our generous American citizens scatter all over Europe comes out of the hard-working American people, and when an American goes across the water and makes a great splurge, giving elaborate dinners that cost ten, fifteen and twenty-five thousand dollars, does he ever stop to think how many drops of sweat it takes to create that amount of money here in the United States, or does he ever stop to think how many children are compelled to eat dry bread because of such needless and heedless waste? Go to any city and go among the children of the daily workers and take notice of what they are eating. You will generally find them sitting on the sidewalk or playing in the street with their little hands full of crackers, or a piece of dry bread. Then stop and think of this land of plenty and of all the im-

THE HIGH COST OF LIVING

proved machinery in this, the Year of our Lord, Nineteen Hundred Eleven.

It isn't the nation with the greatest foreign trade that is the most prosperous, because a nation can have a great foreign trade and still be losing gold continually, if the balance of trade is against it. It is the nation whose people have gold to lend that is the most prosperous.

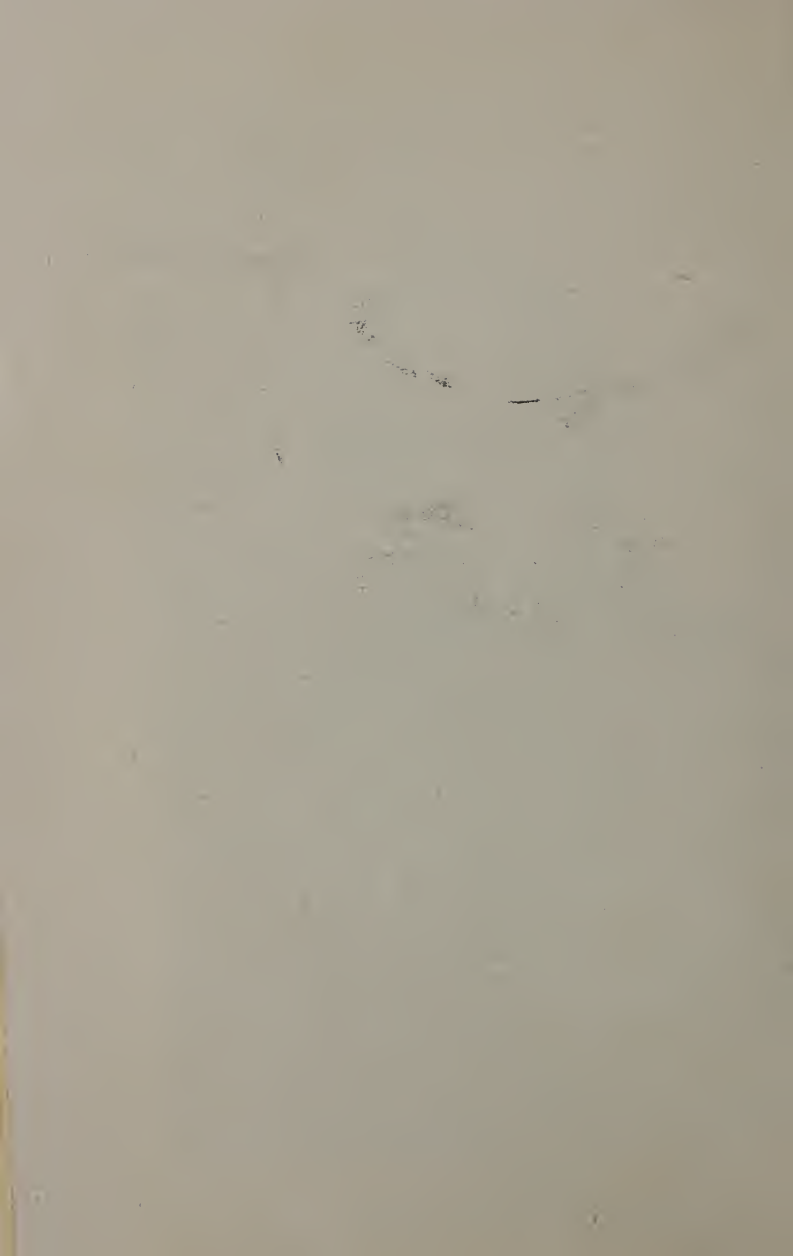
When we stop to think how hard the American people work, and of all the labor-saving machinery and devices that we have in this country, and still so many are having such a hard time to make both ends meet, who wonders that we have the socialists and anarchists trying to get a foothold in the United States?

No matter how fast this country grows, if it were not for Europe getting the best of us, there would be plenty of money here at home for all purposes in developing this great continent both north and south, because there are none who can create wealth as fast as the American people.

If the United States should build up a great trade with China, wherein would it benefit the common people of this country? Would it make them any happier, would it have a tendency to bring down the cost of living? If we sell to China a great deal of cotton cloth, to be sure it means more cotton mills in this country.



JAMES WATT
Inventor of the Steam Engine



THE HIGH COST OF LIVING

But after we build great cotton centers to supply countries like China with cotton fabrics of different kinds, we cannot hold their trade very long, because China and a great many more of the unenlightened countries will manufacture their own goods before the world is much older. Then these congested centers which manufacture so much more cloth than they need for the home market, must surely suffer, especially England and Germany, who will feel it a great deal more than we in the United States, because their home territory is limited, consequently they will find their home market limited when they lose the greater part of their foreign trade, which they surely will as the world grows older. Most of the nations are bound to learn to manufacture their own goods.

We of the United States consume nearly all of what we produce, and we would be just as well off if we consumed ninety-nine percent of our total production.

We have got a great country with plenty of territory to develop, without running after such countries as China, and taking chances of getting into war with those nations whose territory is limited and must have a great foreign trade in order to maintain a large population. We cannot sell to the rest of the world

THE HIGH COST OF LIVING

unless we buy in return. That, any one ought to be able to see.

Wherein do our common people gain anything by building up a trade with any country whose natural resources are the same as our own? Why not let them supply their own wants, and we supply our own, and so save all of the expense on ocean freights that must be paid direct or indirect by the common producers of the necessities of life? But if we can build up a trade with any country that can produce such articles that we need and that we cannot produce at home, then foreign trade would be a benefit to our people.

In early times all foreign or inter-national trade came natural, that is, each country imported what they wanted and actually needed, and what they could not produce themselves, the people of the cool or temperate countries that did the most of the manufacturing, exchanging their goods with those countries whose warm climate produced such as rubber, dye stuffs, tea, coffee, and spices and hundreds of other such articles as can only be grown where they do not have severe winters, and so there is no doubt but what all trade between cool and tropical countries is a blessing. A temperate or cool climate will always have a more enterprising and energetic people

THE HIGH COST OF LIVING

than those living in tropical countries. Therefore the people of the United States should turn their eyes toward tropical countries for an exchange of products, and not bother with those countries who are in sharp competition with us.

But let us see how foreign trade is worked in these modern times. The merchants will ship goods out of the country and sell them for a great deal less than what they will sell them for at home, so as to keep prices up in the home market, regardless of the poor man's burden.

When the same goods are shipped across the ocean two and three times, it surely must enhance the price of such goods. And who pays all these freight charges? Is it the merchants or the common producers? It is very plain to see that such a foreign trade is not a benefit to the common people.

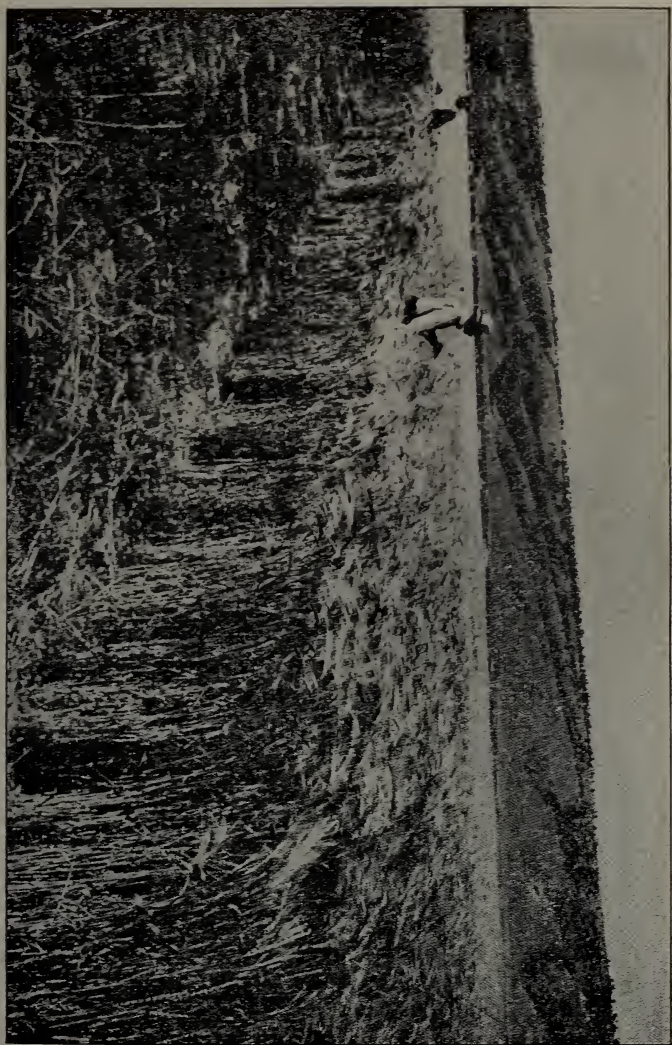
We find the necessities of life shipped all over this planet that we are spinning around on, and they, the non-producers, manage to have merchants or middlemen of some kind at every four corners, collecting or getting a good profit from the same. It does not matter how hard it comes on the average laboring man, nor how much his family actually suffers for the necessities of life. They will keep all goods on the road just as long as possible, ship

THE HIGH COST OF LIVING

them from place to place, and at every cross-roads there you will find some non-producer or business man already to squeeze a little more out of them, and so when these goods arrive at the consumers—what do we find?—We find that on an average they have just about doubled in price since leaving the hands of the producers. You see, our dear merchants are not satisfied in getting the laboring man's *all*, but in a great many cases they will destroy goods that the poor people are actually suffering for, and for no other purpose than to reduce the quantity so as to maintain high prices. Now isn't that real human, to take the results of human labor and cast them into the ocean or into the scrap heap, just to maintain outrageous prices and force the people to pay them? And then stop and think for yourself, how many poor people have to work hard and plan in all manner of ways to keep body and soul together.

A large percentage of the poor people do not get a chance to lift their nose from the grindstone from one year's end to another. It should be a states prison crime for any man or any company of men to destroy any article that is useful or will benefit the human race, simply for the sake of keeping up prices.

We read a great deal about the people



THE HIGH COST OF LIVING

leaving the farms and going to the cities—we find the cities growing fast at the expense of the farming districts—now what is the cause? and how can so many people make a living in these great, congested centers? There must be a cause. They tell us that we cannot have an effect without a cause.

Now this country of ours is not the only nation that finds its rural districts standing still, or going back, and its urban districts forging ahead. The whole civilized world is experiencing the same results, and as the cities grow at the expense of the farming districts—take notice that the high cost of living grows in proportion to the cities. Why is it that the people on the farms are drifting toward the cities all the time? Again we ask, how can so many people make a living in the cities? Not only in this country, but in all civilized countries, and the cities are growing all over the world at the expense of the farming districts—if it was not for the improved machinery and improved methods of doing business.

You see men are studying continually to bring out new devices so as to produce the necessities of life with less manual labor. But are there any who are trying to reduce the cost of shipping the necessities of life from the producers to the consumers? Oh, no, they do not

THE HIGH COST OF LIVING

want to do anything of the kind—the more it costs in passing goods from the producers to the consumers,—why of course the more “fat” jobs it makes for so many middlemen or non-producers.

It is plain to be seen that if the people used the same scientific methods in handling the goods, after they are produced, as they do in producing them, that all necessities of life would not be enhanced over ten percent, while on the road from the producers to the consumers. But how is it to-day with our twentieth century methods? One will find that on an average, it is costing nearly one hundred percent to send goods from the producers to the consumers. Do you not see why the cities are growing so fast at the expense of the rural communities? It is simply this, Dear Reader, as we have reduced the cost of producing articles that go to bless the human family, by using improved machinery and new devices, we find that, instead of the laboring people getting the benefits of the same, it has all gone to the middle class, or our so-called business men. And so we find the non-producers have been sifting in continually until our whole social structure is thoroughly waterlogged.

Now, what we need to do is to use a little



A CORN FIELD

THE HIGH COST OF LIVING

science and common sense in handling all articles after they are manufactured or produced on the farms; and then we will force half or three-quarters of our middlemen to become producers themselves. Then we will find a large percent of the people in the cities going back to the farms for the simple reason that they can not make a living in these great, congested centers.

Why is it that the conditions of the farming class are so much better than that of the daily toilers in the cities? While the farmers are living in peace and plenty, you will find the most of the laboring men in the cities are working every day—if they can get work—and then, the majority cannot live in a decent manner without putting their wives and small children to work.

We will say that the reason why the farmers' burden is easier to carry than that of the city toilers is, that the farmer produces most of his needs for himself and family. The farmer, who is, to a great extent, independent of the middlemen, can put his crops away in his barn or cellar without a half dozen middlemen getting a large profit from the same; whereas with the city workers, everything that they consume has been greatly enhanced be-

THE HIGH COST OF LIVING

cause of so many of the needless middlemen who are getting large profits.

In fact we have so many middlemen living at the expense of the daily worker, and they have got so many of the poor people down to such a low standard of existence, that a great many of them are obliged to buy about everything they need on credit.

It is a common sight in these times to see signs posted all over the cities of the country telling you that your credit is good, and that you can pay one dollar down and one dollar per week. Would we have such a condition of things, if all merchandise was handled in a practical manner and for the benefit of the consumers?

In fact, the wholesalers and retailers have got the people so firmly in their grasp that they can juggle prices just as they have a mind to. It is getting the same all over the civilized world. The cost of living is going up just as much in the old part of the world as in the new, and if all the trusts and manufacturers should put their goods on the market at a loss, until their great fortunes had completely melted away, what would be the result? Would the cost of living go down any? No, not a particle. We would have just so many more wholesalers and retailers drawn from the

THE HIGH COST OF LIVING

country districts, that would take all of the extra margins, and we would find the laboring men still damning the trusts, manufacturers, and politicians.

Now let us do a little figuring on the cost of clothing the people. We will take up cotton goods first, commencing with the cotton seed in the Southland.

First, the southern planter must cultivate and fertilize the land, plant the cotton seed, and care for the cotton plant all through its growth, and then he must pick the cotton ball from the stalks, gin it, and bale it up, and then it must be sent thousands of miles, all over the United States. After all of this labor in the Southland, and after all the expenses of freights and cartage have been paid, we find the raw cotton, at the store houses of the great manufacturing establishments.

Now let us see what part the manufacturers play in this great, productive age of ours. To begin with, any manufacturing company must have a great deal of money invested in their mills, because in building a large factory and equipping it with valuable machinery, must take an enormous amount of money; besides they are obliged to have a large surplus or working capital in order to do business after the factory is completed and is

THE HIGH COST OF LIVING

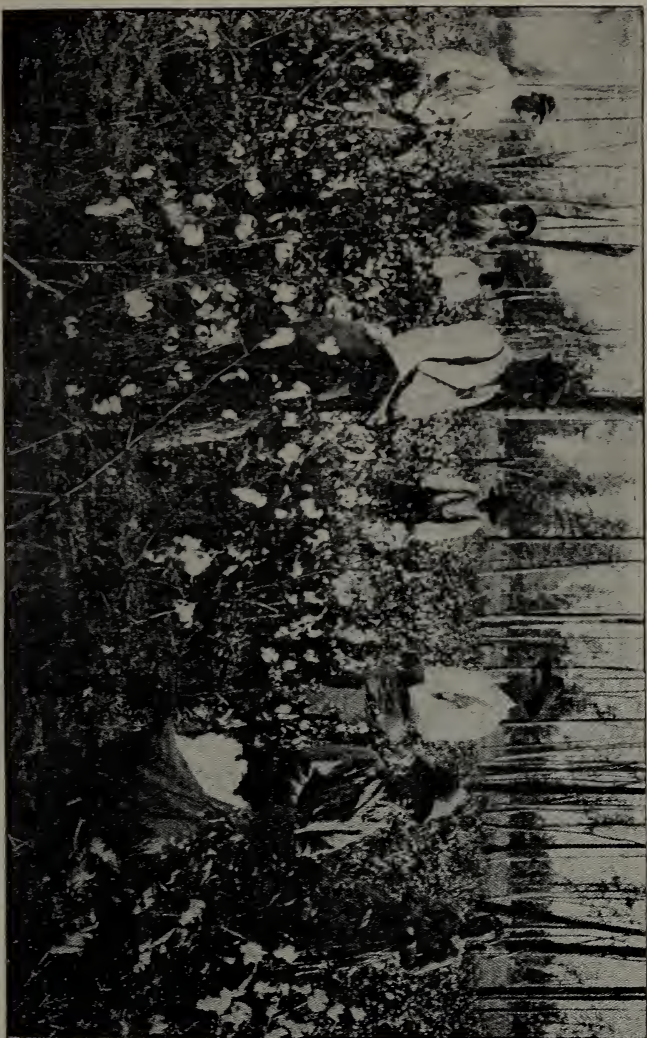
ready for business. Then there is the cost of depreciation that is going on all the time that must be reckoned with. So we find, after all, that there is a great risk in any manufacturing venture.

Now, after all this aggregation of wealth, they commence to manufacture cotton cloth, and we will try and show how many different departments the cotton goes through before we get the finished article.

First, the raw cotton must pass through the picker, and then it goes through the carding- and combing rooms, and from there to the spinning rooms, and, after leaving the spinning rooms all warp yarns must go to the dressing rooms so as to be sized with a starch, mixed with various compounds; all filling yarns go to the steaming rooms so that the yarn won't loop while it is weaving, and then all yarns go to the weave room. The warp yarns are on loom beams, with the harness and reed drawn on the warps, and the filling yarns go to the weave room in boxes.

After the cloth is woven it goes to the cloth rooms to be inspected and baled up, and then this cloth is shipped away to the cloth-finishing establishments to be finished up in different ways.

In naming the different departments that



A COTTON FIELD

THE HIGH COST OF LIVING

the cotton stock must pass through before we get the finished article, we wish to say that each department is obliged to put the same stock through a great many different processes that are too numerous to mention in this book.

Now then, after all of this labor that is required to produce the finished goods, and after a large percent of the cotton is wasted, while passing through so many different processes, we find that the manufacturers can place a good and nice looking piece of cotton cloth on the market for six cents per yard. Cheap, isn't it? Well, see what happens after the wholesalers get it in their hands.

The wholesaler will pay six cents per yard and sell it for eight cents per yard. How is that for a profit? That figures thirty-three and one-third percent. But, we find that if the wholesaler can use this same money over every month, or twelve times a year, that instead of making thirty-three and one-third percent, he is making twelve times thirty-three and one-third percent, which is four hundred percent a year.

Who blames the enterprising farmer boy for leaving the rural districts and casting his lot with the city people?

Of course in showing up the wholesalers' profits, we wish to say that he must pay all

THE HIGH COST OF LIVING

expenses out of this four hundred percent. He has to maintain a large wholesale house and send his drummers out on the road, which of course is a great expense to him.

You see that is where the high cost of living comes in—the expensive method we have in handling all necessities of life, after they have been produced.

Note, the wholesaler buys the cloth for six cents and sells it for eight cents, which means that the first time the cloth changes hands, it is enhanced thirty-three and one-third percent. You see, thirty-three and one-third percent means a great deal to the consumer, especially if he be a poor man with a large family. It also means that where the manufacturer sells one dollar's worth of cloth to the wholesaler, the wholesaler will sell the same to the retailer for one dollar thirty-three cents.

It is such enormous profits that enable the wholesalers and retailers to keep so many needless drummers on the road and use such expensive methods all along the line.

Why, these wholesalers and retailers have more power than any legislative body in the world.

They can get together and fix prices to suit themselves, and the people seem to be powerless to prevent it. In fact, the common, every-

THE HIGH COST OF LIVING

day working classes never give the wholesalers and retailers a thought. They go to the store and pay whatever price the tradesmen see fit to ask them, thinking all the time that it is the trusts, railroads, and manufacturers that are to blame for the outrageous prices that they have to pay. The people do not seem to realize that the wholesalers and retailers are the most privileged and the most heartless class among us. They will fix outrageous prices when they know that there are thousands, yes, hundreds of thousands of people who are actually suffering for food and proper clothing.

Now let us see what the retailers' profits are on this yard of cotton cloth, that the manufacturers are able to place on the market for six cents, and the same cloth that the retailer pays the wholesaler eight cents for. We find that the retailer is able to sell this same cloth for twelve cents per yard, which is four cents profit on one yard, or fifty percent profit on every dollar's worth. Isn't that great? Isn't that better than hoeing corn and potatoes, chopping down trees, and milking cows? We find that this is not all that Mr. Retailer makes on his investments, because the same money can be used a great many times in one year.

If the retailer is able to make fifty percent profits on a sale and can reinvest the same

THE HIGH COST OF LIVING

money every month, or twelve times a year, that will make his profits six hundred percent per year. Is it not plain to see why they can display large cards in their store windows, reading something like this, "Was fifteen, now nine," and then we will see large signs up telling us of the great inventory sale and of the great slaughter of prices so as to make room for the fall styles. Surely the people do like to be humbugged.

Just imagine how P. T. Barnum would have made money if he had been a merchant instead of a show-man.

Of course, out of this six hundred percent that the retailer makes, he must pay all expenses. He has to maintain a store and hire clerks, if he has a large establishment.

When we can start with the cotton seed, in the Southland, raise the cotton and ship it thousands of miles, and put it through so many different processes before we get the finished cloth, and with a large percent of the cotton going in to waste while being manufactured into cloth, and then be able to place this cloth on the market for six cents per yard, would like to ask any one with common sense, if they think it necessary to double the price of this cloth while passing from the producers to the consumers, who are obliged to pay twelve cents a yard for the same?



ELI WHITNEY
Inventor of the Cotton Gin



RICHARD ARKWRIGHT
Inventor of Cotton Spinning Frame

THE HIGH COST OF LIVING

We find that with our modern methods of doing business that the wholesalers and retailers make up about one-half of the total cost of all the necessities of life, or in other words, all articles while passing through two stages, (that is through the hands of the wholesalers and retailers) cost as much as when passing through hundreds of hands, from the cotton seed up to the finishing mill. And what has been stated here in regard to the plain cotton cloth is not all that can be told, because a large part of all cloth is made up into garments before it goes to the retailer, which means another profit for the cutter-up, or the man who makes garments of all kinds. So you see we have the wholesalers getting their "rake off" and then the cloth goes to the clothing manufacturers, and who knows how much of a "rake off" they get? There is one thing that we do know, and that is that all of these sweat shops are of no credit to these clothing manufacturers, only in a financial way.

What has been said in regard to this yard of cotton cloth applies to all kinds of goods manufactured out of the cotton fiber. We have taken a yard of plain cotton cloth, simply to show up our modern or twentieth century methods we have in doing business.

Perhaps our wholesalers and retailers will

THE HIGH COST OF LIVING

say that they do not dispose of their goods on an average of once a month, and that they are not able to use the same dollar twelve times a year, and no doubt, too, they will tell you that they are obliged to keep some goods a long time in their stores. Well, we know that they do. We know that there are cases where some goods will lie on the shelf in a store for a year or two, but there are just as many cases where the wholesalers and retailers can dispose of their goods in a few days after they have been received.

With these enormous profits that our middlemen are making, it is easy enough to see why the little shopkeeper can pay rent, taxes, and insurance, and still make a good living and save money, on say, from fifty to one hundred sales a day.

Now what we want to do is to take our eyes off the trusts and manufacturers long enough to get a good focus on the worst trusts of them all—the wholesalers and retailers—and force one-quarter or one-half of these middlemen back into the harness, producing something. Then we won't hear so much about hard times. Then the daily toiler can live better and save more money on eight hours per day than they can now, working ten hours or more.

You can find plenty of these little shop-

THE HIGH COST OF LIVING

keepers who started in business on as small amounts as from three to five hundred dollars, and some of them have even borrowed the money, and in a few years they will be quite independent.

A great many will say that if we force these little shopkeepers out of business that it will injure a great many of the old people and widows, who have small children to support. Would it not be cheaper for the community to pay all bills of such people at some first class hotel, than to have these little stores all over our cities making exorbitant profits? That which is the greatest good to the greatest numbers is what we all should wish for.

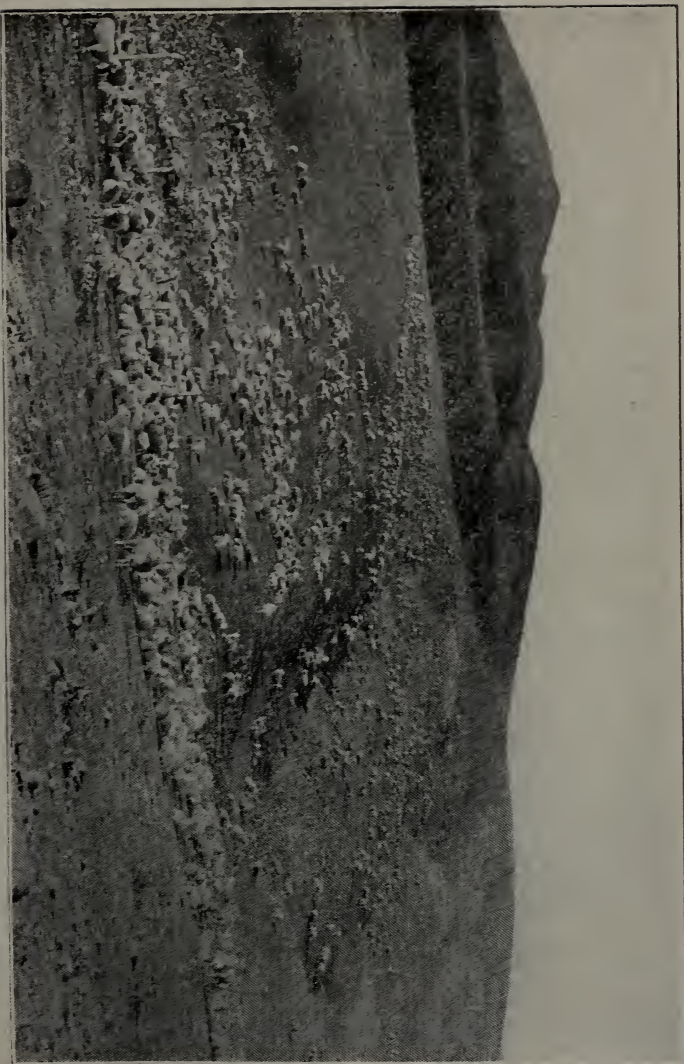
Let us try now, to shed a little light on the woolen industry, and see who is making the most out of the wool that is grown on the sheep's back. Now any person who has not given it much thought will be greatly surprised to know the facts about the woolen industry, from the sheep of the pastures, along up to the man who wears a good suit of clothes. Talk with most any man about the high cost of living, and he will say that of course it is the trusts and manufacturers that are to blame for the terrible condition of things that the poor men have to struggle with. Now it is such fallacies in regard to our whole industrial system,

THE HIGH COST OF LIVING

that have inspired this little book. If you tell the common laboring man that the average woolen manufacturer only makes from fifteen to twenty cents profit on three and one-quarter yards of cloth, that it takes to make up a suit of clothes that retails for about fifteen dollars, he would either call you a prevaricator, or at least think you one. And what we call a good suit, that retails for twenty-five to thirty dollars, you will find on an average the cloth manufacturers make from fifty to sixty cents on the same. Now is it not plain to see what a small part of the high cost of living is caused by the manufacturers?

If the woolen manufacturers can only make from fifteen to twenty cents on the three and one-quarter yards of cloth that it takes to make the average working man a suit of clothes, which is, you see, about five cents a yard—let us see if we cannot find out who is to blame for a suit of clothes costing from fifteen to twenty dollars—when the same suit should not cost any more than ten or fifteen dollars.

We will say that the manufacturers will produce three and one-quarter yards of cloth, such as the average working man wears, for about two dollars and forty cents, and will let the cutter-up or clothing manufacturer have the same for two dollars and sixty cents, which



A FLOCK OF SHEEP

THE HIGH COST OF LIVING

means that the manufacturers who have to maintain large establishments and pay fairly good wages and dividends and provide a surplus for bad times, will make twenty cents profit, or about five cents per yard. See what a small part of fifteen dollars, two dollars and sixty cents is. Who can begrudge any manufacturing concern twenty cents profit on a suit of clothes?

Just stop and think what an enormous amount of labor has been put into this three and one-quarter yards of cloth that it takes to make a suit of clothes.

We must start with the sheep in the pasture, that have to be cared for and then sheared, and the wool must be shipped to the market, and from there to the great manufacturing plants; then passes through all of the many different processes before we have a nicely finished piece of cloth that the woolen manufacturers are able to put on the market for two dollars and sixty cents.

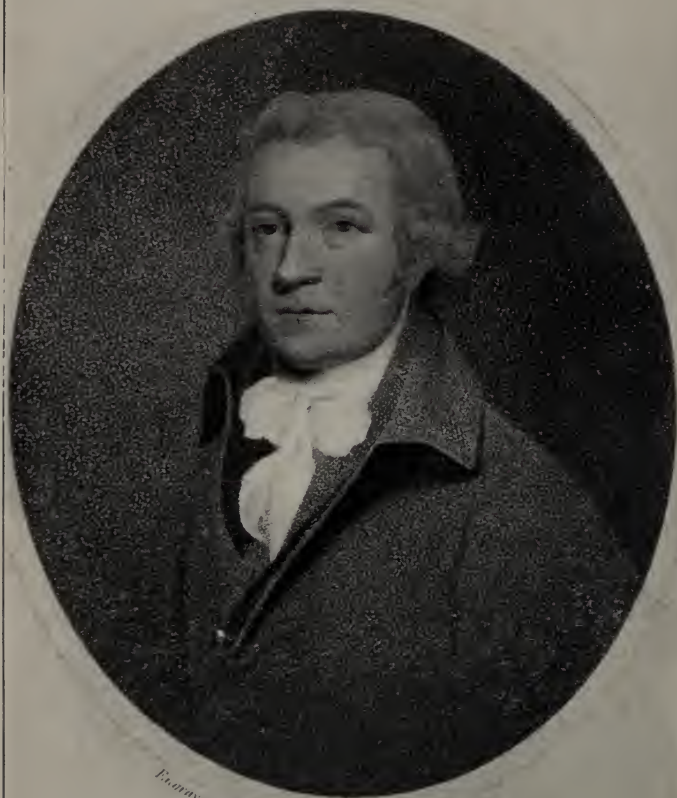
We find that two dollars and sixty cents is a small part of fifteen dollars, and still there is no doubt but what nearly all of the labor costs and risks from the sheep up to the consumers, was put into this fifteen dollar suit before the cloth leaves the finishing mill.

As we said before, the cutter-up, or clothing

THE HIGH COST OF LIVING

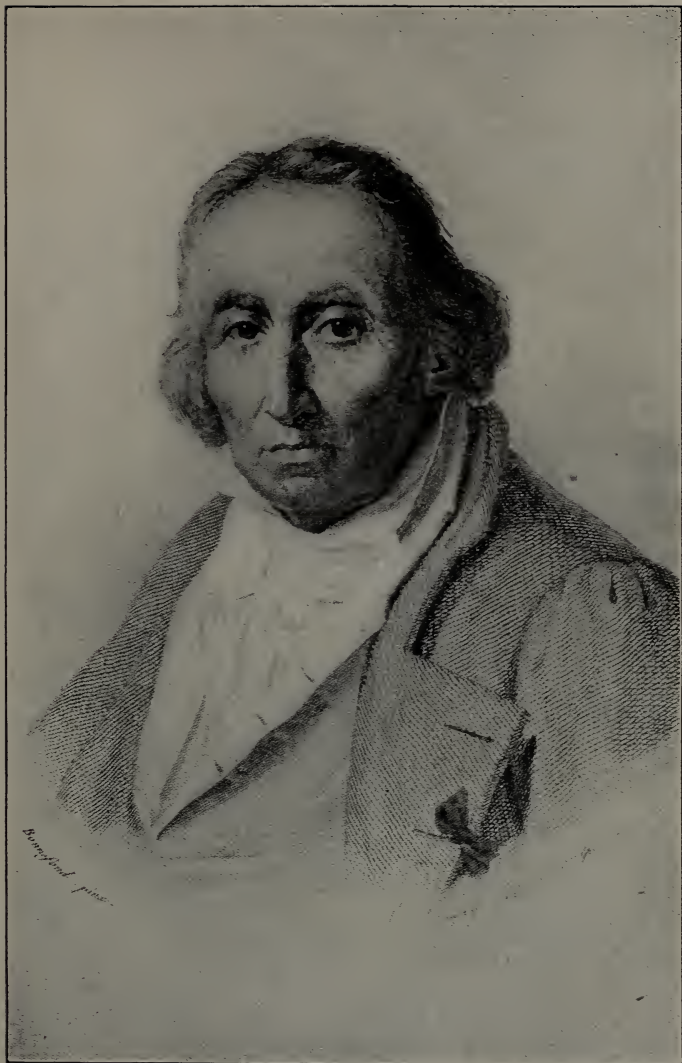
manufacturer buys the three and one-quarter yards of finished cloth for two dollars and sixty cents. He makes up the suit, trims it and sells it to the retailer for about ten dollars. So we find that the clothing manufacturer makes a profit of about three dollars and fifty cents on this fifteen dollar suit. Just what the clothing manufacturers' percent profits are, is hard to tell, but this much we do know, that his risk and amount of capital invested is very small indeed compared to the cloth manufacturers', yet the clothing manufacturers' profits on one fifteen dollar suit is about seventeen times greater than what the cloth manufacturers' profits are.

Now let us see what the retailer's profit is on this suit that costs the consumer fifteen dollars. We find that the clothing manufacturer sells the finished suit of clothes for about ten dollars to the retailer, and that the retailer sells the same suit for fifteen dollars up. Note the profits. If the retailer buys for ten dollars and sells for fifteen, he has made a profit of fifty percent on his money, and if he can sell for twenty dollars, that means one hundred percent profit, of course. Can you not see why they can afford to put a large card on a suit of clothes and place it in the store window, marked thus, "Was twenty, now fourteen."



Engraved by Adkinson from an Original Picture

EDMUND CARTWRIGHT
Inventor of the Power loom



JOSEPH MARIE JACQUARD
Inventor of the Jacquard Loom

THE HIGH COST OF LIVING

Just stop and think what an awful sacrifice the retailer is making for the benefit of the poor consumer, when he buys a suit of clothes for ten dollars, and if he can not find some poor dupe who will give him twenty, and it has become a trifle shop worn, he will make a great sacrifice, as they call it, and mark it down to fourteen dollars, and still make forty percent profit. Bear in mind that this retailer can use the same money over several times each year. Now, if they can make such large profits on a suit of men's clothing, what must they make on the women's clothing, who think nothing of paying ten dollars for an ordinary feather to deck themselves with, in fact, some women like to pay large prices for finery of different kinds, so that they may tell their friends and neighbors how much it cost them.

You see, it does not take the middlemen very long to find out who is easy, and if a girl can make fairly good wages she can just about clothe herself, providing her father will help her out on the board bill.

When we see how much more the retailers display and advertise the ladies' garments and finery of different kinds, than what they do men's clothes, all goes to show what enormous profits they make on women's clothing.

In most all dry goods stores they allow their

THE HIGH COST OF LIVING

lady clerks to have their clothing at a great discount, from one-third to one-half of what the regular retail price is, and then they make a profit.

Take for instance, a lady's suit that retails for thirty or forty dollars in any large store, and one will find that their own lady clerks can buy the same suit for about one-third less. It is these large profits that enable the proprietors to keep a lot of needless clerks sitting around most of the time for fear they will lose a few sales during what they call the rush hours. Why not reduce the number of clerks and make smaller profits, and let the customers learn to come in a more regular manner, not doing all their shopping on a Saturday afternoon and evening.

Just as soon as the customers find out that they cannot all be waited upon at the same time, then a large part of them would learn to do their shopping along through the week.

There is another point worth mentioning, and that is the awful waste of money in advertising. Of course to advertise in the newspapers and magazines is not a burden to the consumers, because the pay that the newspapers and magazines receive for these advertisements they print, enables them to sell these papers and magazines for a great deal

THE HIGH COST OF LIVING

less than what they could afford to if they didn't have this source of income. In other words, where we can get a good newspaper for one and two cents, we would have to pay five, six and seven cents, if there were no advertisements. So we need not care how much the middlemen advertise in the magazines and newspapers.

When a person can sit down for an hour or so and read the news from all over the world, do they realize what a great blessing our daily newspapers are?

But this advertising on billboards and on the sides of old buildings is another question, for the simple reason that such advertising is a dead loss to the consumer, that is, just so much labor for nothing, as far as all of the people are concerned. In fact, it works like a two edged knife, because the consumers not only have to pay for all of this cost of billboard advertising by paying more for all articles that they buy, but they are induced to buy things that they do not really need. The reason we see such unsightly billboards all over the cities and along the country roadsides is to get the poor man's last dollar, and by making such a display of our modern luxuries, does keep a large part of the people's noses on the grindstone the greater part of the time.

THE HIGH COST OF LIVING

It is hard for the people to resist temptation, it is hard to keep money in our pockets, with so many good things of this world before our eyes and in our minds continually.

Let us now take a look into the boot and shoe business, one of the country's greatest industries, which we will try to show in as plain and simple a manner as we know how.

As people must know the value of animal hides of all kinds is enormous. When we stop and think of all the different industries that hides are used in, such as boots and shoes, machine belting of all kinds, ladies' and gents' belting, upholstery, for automobiles and furniture, dress-suit cases and hand-bags, gloves, pocket-books and harnesses of various kinds, along with many other articles that are too numerous to mention, it is easy enough to see that hides from different animals are among our most useful products, and there is no doubt but what the value of all articles that hides of different kinds enter into, is greater, even than that of iron and steel.

We will commence with the bovines or cattle on the western plains and in South America, that have to be raised and cared for, then sent hundreds and thousands of miles to market, to be slaughtered. Then these hides are shipped to the great wholesale centers like Boston, and



A CATTLE RANGE

THE HIGH COST OF LIVING

then are shipped away to the tanneries to be converted into leather. After this we find that this leather is again shipped to Boston, then sold to the shoe manufacturers. (Quite a lot of freight to be paid, you see). Still all of these freight charges is a very small part of the cost of a pair of shoes, as I am trying to show.

Now, after the shoe manufacturers buy the leather, there must be an enormous amount of labor, with many different processes before we get a nicely finished pair of shoes.

Like the cotton and woolen manufacturers, there is a great risk that goes with the venture. One will always find that when any manufacturing concern is prosperous, we are apt to "knock" them and call them cold blooded tyrants, and a lot more of such nonsense.

The labor leaders will, in a great many cases, encourage their members to be disloyal to the manufacturing companies by propounding hatred and trying to make their members believe that they, the manufacturers, are after the laboring man's last drop of blood, but when any manufacturing concern fails in the venture, do we find any of the labor leaders offering sympathy or taking up a collection among their members, so as to start the unfortunate concern in business again? Oh, no.

THE HIGH COST OF LIVING

Instead, a great many of the laboring men will seem pleased because of the failure.

Now it is facts that every honest man wants, and we may as well have the facts as to beat around the bush. Though our sympathies are with the poor people, still in all, it is time that the laboring man got his eyes open. We have heard so much about and against the trusts and manufacturers that we have learned to call all that are successful, heartless tyrants, and all that fail in the business, fools.

Most all of our great statesmen and successful manufacturers are self-made men, and when these same men were boys they were just as good hearted and just as honest as any of the laboring men were, when young, and entered into all of the boyish sports and amusements, just as heartily as any of the boys who turned out to be common laborers. And still there is a large part of our daily toilers who think because these boys worked hard and became successful manufacturers, that their whole being has been completely changed, soul as well as body. Whereas they are just as good and just as honest as the manual laborers, and they have that same lovable and tender feeling for their wives, children and humanity, in general as the best of the common, every-day laborers.

THE HIGH COST OF LIVING

Quite often one will hear a laboring man say that Mr. Manufacturer and himself were great friends, when boys, but since he became a successful manufacturer he is not a bit friendly. Now the fact is,—Mr. Manufacturer is a very busy man, and he does a great deal more thinking than when he was a young man, whereas Mr. Manual Laborer stopped growing in knowledge at or about the time that he became a voter. For instance, we will take, say, two young men in college, who will think a great deal of each other, who are room-mates, in fact, they are together night and day, they find each other's company agreeable and seem to be about equal intellectually; well, they graduate from college and step out into the busy world, where competition is sharp, and apparently the people seem cold and selfish; so these two young men commence to look around to see what there is for them to do towards earning a livelihood. Now one of these young men that we will call Mr. Standstill, has not only graduated from college, but has graduated from the world, as far as gaining more knowledge is concerned, and he tries his hand at about everything and fails in all; finally he will get a job in some office or store, and will work for fifteen or eighteen dollars per week, and that seems to be his limit. Now let us see

THE HIGH COST OF LIVING

what has become of his college chum and old friend, that we will call Mr. Go-a-Head, who graduated from college at the same time, and who is learning and adding to his store of knowledge continually after leaving college. So he, Mr. Go-a-Head becomes a great man. He is one of the kind who grows in knowledge just as long as he has good health. Lincoln and Gladstone were just such men, who were gaining in wisdom up to the time of their death.

Now let us see how Mr. Standstill and Mr. Go-a-Head feel towards each other. They were great friends when in college and liked each other's company; but it is now, we will say, twenty years since they graduated, and they have now reached middle age. We find that Mr. Go-a-Head has become a great and busy man and that Mr. Standstill is still keeping books in some office, or clerking in some store, and so Mr. Go-a-Head does not have the time to be friendly and chummy with his old college room-mate. Besides he has so out-grown Mr. Standstill in knowledge that his company and conversation have ceased to interest him, but Mr. Go-a-Head will still have that same good feeling for Mr. Standstill that he had in their college days. But how does Mr. Standstill feel about it? He will tell his

THE HIGH COST OF LIVING

wife and friends how friendly he and Mr. Go-a-Head were in their college days and now that Mr. Go-a-Head is rich and a great manufacturer, he is not at all friendly, and so Mr. Standstill makes himself and friends believe that Mr. Go-a-Head got at the top through special privileges, and that our whole social structure is wrong, consequently Mr. Standstill becomes either a Socialist or a radical of some kind.

And what is causing a great deal of discontent in these enlightened times is envy and jealousy. In olden times, if nature gave a man a good set of brains he was honored and looked up to as a benefit to his fellowmen; but in these times of nineteen hundred eleven we seem to be enlightened just enough to hate or be suspicious of a great intellect.

Our national Constitution and laws can guarantee political and religious equality, but no nation can ever guarantee the equality of brains, no more than they can make the great Sahara Desert as rich and fertile as the Garden of Eden.

Now to get back to shoe making. After following the hides all the way from the western plains and South America up to the shoe manufacturers, let us see what they, the shoe shops, are doing.

THE HIGH COST OF LIVING

We find that the shoe shop's help are about the best paid of any help in our many different kinds of industries in all the United States.

The shoe manufacturers are able to put a pair of nice shoes on the market for about two dollars and one-half, after taking the leather or hides that have been shipped all over the world, and then put this leather through a great many different processes before the shoe is finished for the market, and also pay their help good wages. And we find that this same shoe that the manufacturers put on the market for two and one-half dollars retails for four dollars, and we also find that the shoe manufacturers only make on an average of from four to five cents a pair. Now just look at that. The shoe manufacturers are happy and contented if they can make from three to five cents on a pair of shoes, and yet a pair of shoes is enhanced one and one-half dollars while passing from the producers to the consumers, or in other words, the wholesalers get these shoes for two and one-half dollars and sell them to the retailer for about two dollars and seventy-five cents, thereby making a profit of about twenty-five cents per pair, and the retailer will sell them to the consumer for four dollars per pair, which gives him a profit of one dollar and twenty-five cents. So we find

THE HIGH COST OF LIVING

that the shoe manufacturers who have to take all of the risks and abuse from the laboring people and politicians, are satisfied with a profit of five cents per pair of shoes, and would keep their shops running if they could not make any more than one cent on a pair. But how is it with the wholesalers and retailers? They have but very little risk and no abuse, and they want, and make, a profit of one dollar and fifty cents.

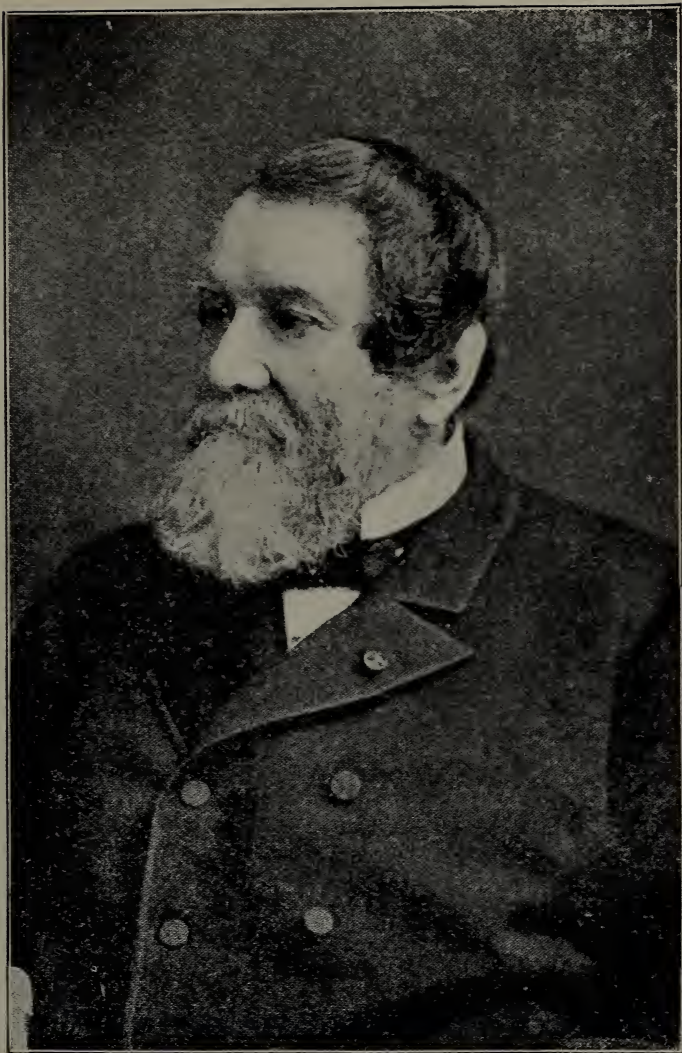
Ask any of the every-day workers how much they think the shoe manufacturers actually make on a pair of shoes, and the chances are that they will set the profit anywhere from fifty cents to one dollar per pair; and of course will be greatly surprised when they learn that the shoe manufacturers are well pleased with from one to five cents profit on a pair of shoes, and no doubt **we will find that** the majority of the people are loath to believe this statement.

My idea in going into all of these little details is simply to show who is to blame for the high cost of living, and wish to state without any hesitation or doubt whatever, that the whole trouble is in our costly and cumbersome methods of wholesaling and retailing goods, after they have been produced on the farms or manufactured in our shops and factories.

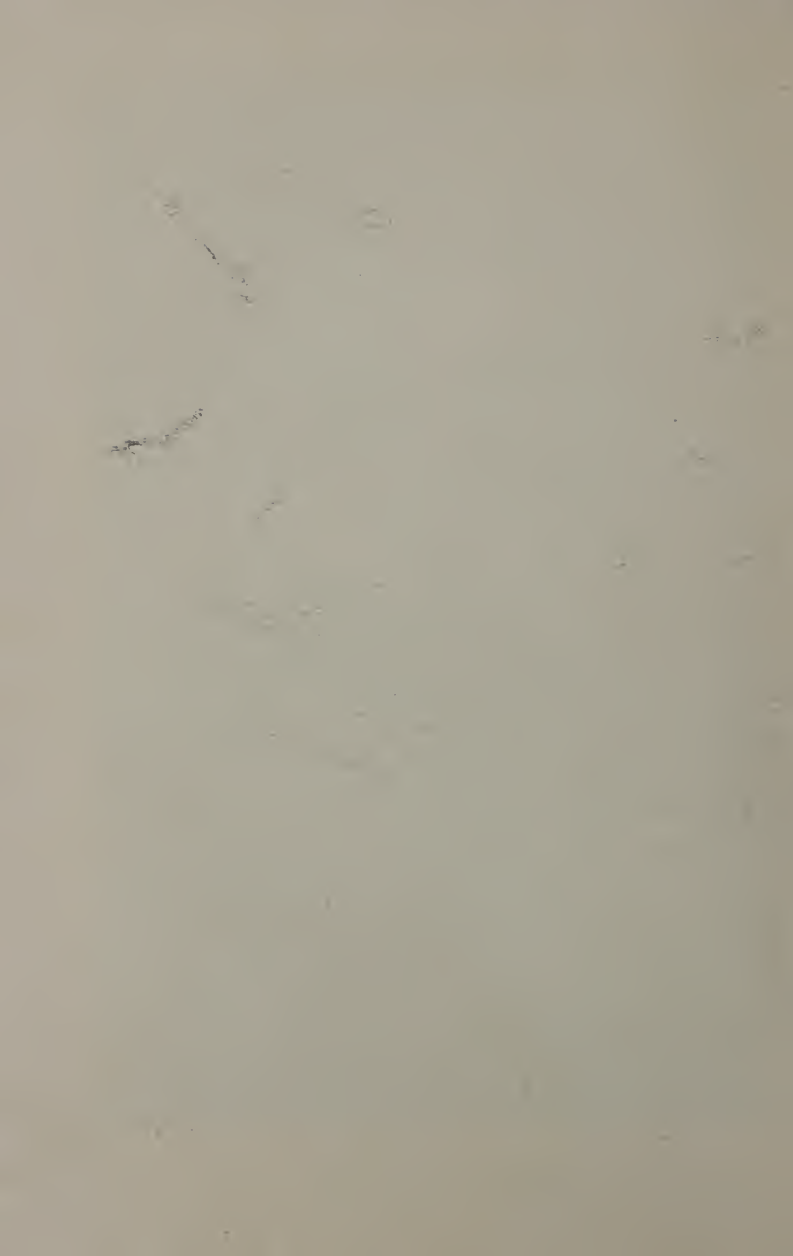
THE HIGH COST OF LIVING

If the shoe manufacturers should make a pair of shoes that retailed for four dollars and put them on the market without any profit, which would be about five cents less, or two forty-five per pair, does anyone think for a moment that the consumers would get this same pair of shoes for three dollars and ninety-five cents? Is it not plain to see that the retailer would tack on that extra five cents, and still charge the consumer four dollars? And so that is the way it has been going on for years. The manufacturers are trying continually to reduce the cost of all products, and the middlemen have taken good care that the consumers did not receive any benefits.

It is the same in all articles that the people want and need, and everyone who cares enough about this great question to investigate it, will find that all necessities of life are just about doubled in price, while in the hands of the wholesalers and retailers, and these very same gentlemen do not have to take any abuse from the public, and but very little risk in the business, whereas with the manufacturers they have to take about all of the abuse from the public and great risk in the business, and still we find that the manufacturers' profits on most any article is but a small part of the retail price.



CYRUS H. McCORMICK
Inventor of the Reaper



THE HIGH COST OF LIVING

Now let us take up that which is the most important of all the people's needs, that which does sustain life—**FOOD**—that Nature intended that there should be an abundance for all. And yet we all know that there are thousands of our people in every large city, that are actually suffering for sufficient nourishment, and we also know that there are hundreds of thousands of children growing up who will be weak, both physically and morally, when they have reached the age of maturity, because of not having proper food. Stop and think of such a condition of things, and with so many abandoned farms, with the farm buildings rotting down, all over the Eastern part of the United States, and then perhaps you can see that there is something wrong with our methods of doing business, and perhaps you can see that there is something besides the protective tariff that is causing the high cost of living. Bear in mind that Europe, that is, the most enlightened part, is feeling the same terrible strain and struggle for existence that we are, here in America. So we will find that the cause of the high cost of living is the same in all parts of the enlightened world, and that cause is—there are too many middlemen or non-producers, if you please.

There are some who tell us that the high cost

THE HIGH COST OF LIVING

of living is caused by an over-production of gold, and still we all would like to share in that over-production, and there are others who say if we could only have the free coinage of silver all would be lovely, and perhaps there are a few people who will lay all of our social and industrial ills to the San Francisco earthquake or Halley's Comet. Then there are the Socialists who would like to have the national government act as god-father to us all. And then, you see, it would not make any difference whether we had an over-production of gold and silver, or an under-production, because as our Socialists think, the Federal Government would look out for and fix everything all O. K.

The National Government could let us work just when we felt like it, and under the rules of Socialism, if a man wanted to go fishing, why of course that would come before business, because couldn't the strong arm of the General Government protect us and pay us good wages whether we worked or not?

I would like to ask any man who is opposed to the doctrines, as laid down by our Socialist brethren, if he does not think that the National Government could pay us all good wages and let us go fishing just when we felt like it? And once again I would like to ask any man, who believes in individual effort, why work and

THE HIGH COST OF LIVING

struggle with the elements of nature for a livelihood, when the General Government could just as well print, say, one hundred billion of dollars of paper money, and give each person all they wanted, and then if we had a failure of crops, or we were too lazy to raise crops, why, then you see, we could eat the paper money.

Then there is another class, who think our social structure is all wrong, and who are trying to keep the world awake nights, and who are the other extreme of privileged Royalty, which is the Anarchists, who would smash and destroy our whole social system that the human race has been for thousands of years in building. Then what would they have us do? Take to the timber and jungle, I suppose, and cohabit with the gorillas and monkeys. Now the fact is, Mr. Anarchist and Mr. Socialist, our whole social system that has been growing for these thousands of years, is just like a machine which needs a little adjusting from time to time in order to work satisfactorily, whereas with you of the pessimistic class, instead of adjusting a few parts and tightening a bolt here and there, you would smash our whole social and industrial machine and throw the broken pieces on the scrap heap.

There is plenty of land in this world, if

THE HIGH COST OF LIVING

properly worked, to feed and clothe all of the people, even if they were multiplied by ten, and that there is so much suffering among the people, goes to show that there are not enough working with their hands or doing manual labor, as it were.

When we find the prices so high on all kinds of groceries, and yet the people do not want to stay in the farming districts, is it not plain to see that the only cause for such a condition of things is too many middlemen, making exorbitant profits? Is it not plain to see that if the farmers were getting the benefit of these high prices that the city people have to pay for all kinds of groceries, that a large part of the city people would soon flock back to the farming districts?

A great many tell us that it is the luxuries enjoyed by the people in the cities that draws them from the rural districts. Nothing of the kind. Why should the people want to leave the farms any more in the twentieth century, than they did in the nineteenth century? In this, the twentieth century, the farmers have the mails carried right to their own houses, and they have the telephone, daily papers, and automobiles. Now then, why should the people want to go from the farms and huddle up in the congested centers? Will

THE HIGH COST OF LIVING

answer, by saying that the middlemen cut just like a two-edged knife, by paying the farmer just what they please for his produce, and then charging the city consumers exorbitant prices for the same.

When the enterprising farmer boy knows that his father will haul potatoes to the little country freight station and sell them for fifteen and twenty cents per bushel, and then he goes on a visit to his city cousin and finds that potatoes are retailing for fifteen and twenty cents per peck, then of course it is the most natural thing in the world for this young man to bid the old folks and farm good-bye. Though this farmer boy lived in a good comfortable manner, with the old folks on the farm, yet he finds out it is better to become a middleman, who is able to fix prices to suit himself.

Some will say that the freights and cartage on all farm produce is what makes such a difference between the farmer's price and the retailer's price. Will say, let anyone figure for himself the cost of freights on all articles, and they will find that it is but a small part compared to the wholesalers' and retailers' profits.

How much does it cost per bushel to haul a car load of potatoes from the country freight

THE HIGH COST OF LIVING

station to the cities? Well, on an average haul, we will say eight cents per bushel, and yet in any large city one will find the retailers getting more per peck than the farmers get per bushel for the very same potatoes, enhanced four hundred percent while on the road from the country freight station to the city consumer. No doubt the middleman will tell us that such as farm produce is perishable, and that they lose a great deal because of decay. They do, and so does the farmer lose from the same cause.

Let us take any year when nature is kind to us and gives us an abundance of crops, and we find that the farmer can hardly give his potatoes away, in fact the farmers find prices so low that it won't pay them to harvest any more than half or three-quarters of their crops that they had to care for the whole season. Then go to any large city and find out what these same necessities cost the poor people, and also find out how many are actually suffering for decent food, and then stop and think if there is not something wrong with our wholesaling and retailing methods.

There was a time years ago that when we had large crops the people in the cities were benefited thereby, by getting their groceries cheaper. But how is it to-day? Our middle-

THE HIGH COST OF LIVING

men have got their trade so well learned that they are able to starve the people in the cities by fixing outrageous prices, and at the same time, good healthy food is rotting in the fields, and I wish to repeat that we cannot blame the railroads for the condition of things, because anyone who cares enough about this great question to investigate the high cost of living will find that all freights and cartage play but a small part in the high cost of all articles that we hear so much about.

In time the people will find out that it is not the manufacturers or the great railroad builders that are causing so much suffering, but instead we will find, as time rolls on, that it is the men who have to take but very little risk and who can do just about as they please, and some will even cheat in weight and measure, the poor widow woman with small children to bring up. What has been given here in regard to potatoes applies to all farm produce.

The farmer will care for his stock, cultivate and fertilize his land, plant the seed, care for and watch his crops, while growing, and then harvest them, cart them to the little country freight station—and what does he get for his produce? Will say, just what the middlemen feel like giving him, which will be about one-half, and in some cases about one-fourth of

THE HIGH COST OF LIVING

what this same produce will retail for in the cities, and one will find that the freights on the same will not be above five percent.

Of course we all know that there are a good many middlemen that have all they can do to make both ends meet, and we also know that a great many of the merchants fail in the business, and it is plain to see why there are so many failures among our middlemen, for the simple reason that there are so many of them, that with some their sales are few, consequently after they get the producer's and consumer's ALL—and then there is not enough in the business to support them and their families, why of course, some of them are obliged to drop out of the business and get back to the harness of production.

It is a great deal like putting ten large families on a ten-acre farm. After they have gotten all that there is to be had out of the ten acres of land, and then they find there is not enough to feed them all, then of course some would have to move into other fields for a livelihood. If there be any who think that I have shown exaggeration and misrepresentation in this book, will say that it will not take them long to find out the facts. Let any who will, go out into the country districts and ask the farmers what they get for their produce,

THE HIGH COST OF LIVING

then find out what the freights come to, on an average haul, and then call on Mr. Retailer in any large city, and one will find all farm produce enhanced from one hundred to four hundred percent by the middlemen, whereas, even on perishable goods, there should not be an enhancement of over twenty percent from the little country freight house along up to the city consumer.

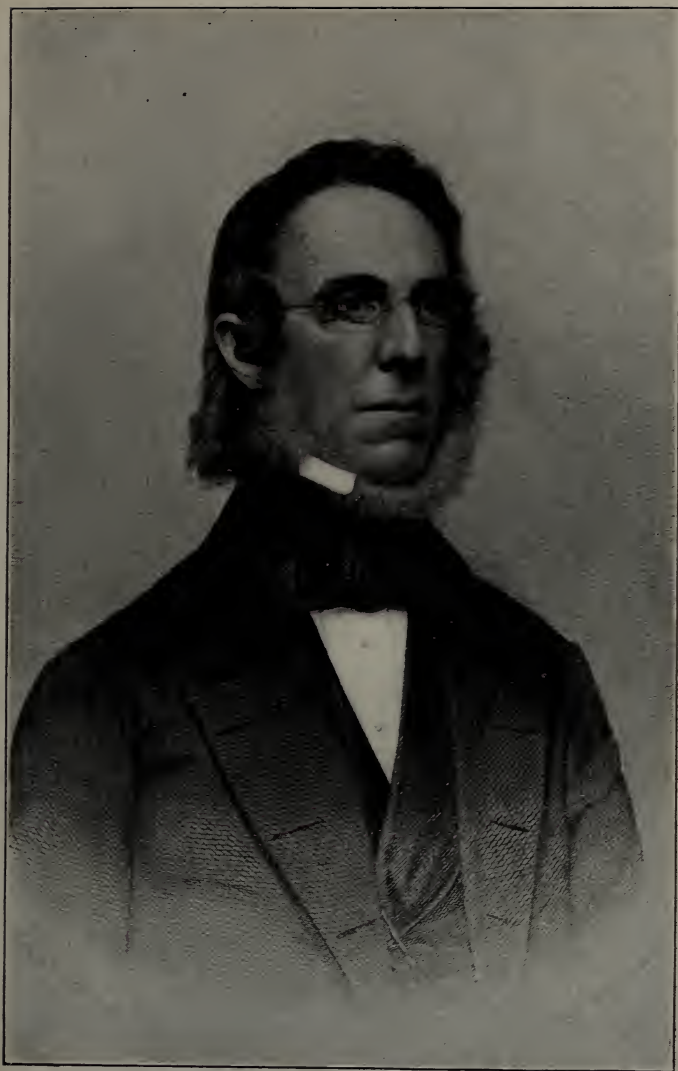
There cannot be any good come to the American people by such vicious and continual attacks on the railroads of the country, by the Federal and State governments. There is a great difference between a reasonable regulation and control of our railroads than putting so many restrictions on them, that at times it is nearly as bad as confiscation. We want our railroads to be prosperous and it should be the wish of all good Americans to have them make money. They do not put their dividends in the vaults to decay. That isn't the way our railroad magnates do business. If our railroads are to be improved and kept up to a high standard as they should be, why of course they must earn good dividends. When the railroad managers give large orders to steel mills for rails and other equipments, all helps to make business good, and when the railroads and steel mills are busy we will most

THE HIGH COST OF LIVING

assuredly find the whole country prosperous. As our country grows in population, all single track roads must be enlarged to double tracks, and all double tracks enlarged to four track roads, and it takes money to do such costly work, and the railroads must earn good dividends in order to keep up with the country's wonderful growth, or borrow the gold of Europe. When the managers of the great railroads try to do a two-track business on a one-track road they not only bother the manufacturers and the traveling public, but they increase the chances of horrible accidents ten-fold, because it is doubtful if the time will ever come when they can make two trains of cars pass each other on the same track. Though they have been trying it for over seventy years, they have never yet succeeded in doing so. There would be a greater inducement for the people to get back to the farms and nature if we had a greater mileage of railroads cutting through all parts of the country. Though we lead all nations of the earth with our two hundred thousand miles of railroads, and have nearly one-half of the total mileage of the world, there is yet but a small part of our great country that is visited by the iron horse. Let us be liberal with the railroads. They have played a wonderful part in developing this



GEORGE STEPHENSON
Who Built the Locomotive



PETER COOPER
Who Built the First Locomotive in America

THE HIGH COST OF LIVING

great and glorious country. Though the railroad companies have made a great deal of money in the past, still in all, there is no doubt if the real truth was known, that where the railroads have made five percent they have benefited the people five hundred percent. Would we be getting flour for four and five dollars a barrel if it were not for the great railroads opening up the West? Would we not find the price of a barrel of flour nearer twenty dollars, if it were raised here in the East? This great country is not finished yet. We are just learning to walk, as it were, compared to the future. Though we have over two hundred thousand miles of railroads in the United States, one million miles would be still better for our people as a whole, but if the Federal and State governments are going to harass them and oppose them at every turn of the road, they will certainly do the country as a whole, more harm than good, because quick and easy access to the great centers will be a great inducement for the people to live in the farming districts. It is far cheaper for the people to pay the railroads good prices for hauling their produce to market than to cart it over muddy roads with mules, ox teams, and horses.

Think for a moment what it would cost if

THE HIGH COST OF LIVING

coal, and all other supplies that it takes to keep one of our great inland manufacturing centers going, had to be hauled by mules, horses, and ox teams. The people of this country will never be happy and contented so long as there is such a large percent living in the cities. With thirty or forty percent of the people living in the cities and large villages, there cannot be any other result than an over production of non-producers. And as has been said before, as the percent of non-producers increases, the average laboring man's purchasing power must decrease. To dispute this is to deny the natural law of cause and effect.

There is another class of non-producers that the hard working people should avoid and steer clear of, and that is such as sewing machine agents, book agents, and peddlers of all kinds, because their sales are few and their profits are enormous. Take a sewing machine agent who is going from house to house, soliciting trade; if he be a good talker, Mr. Sewing Machine Agent will persuade a great many people to buy of him and pay not less than one-third more than they ought to. These men do not sell a machine every day, in fact their scales are few, so they must have large profits in order to live; but can we not see how much better it would be to go to some large store in



ELIAS HOWE
Inventor of the Sewing Machine

THE HIGH COST OF LIVING

the center of the town or city and buy what we need and thereby save the most of the large profit that goes to the sewing machine agent, than to throw away ten dollars or more on the agent, and buy a machine that he makes us believe we need.

If there are any who do not want an article of any kind enough to think of it and go to some large store and buy it, why then, of course they do not need it. And it is the same with all book agents. A book that any man sells us at our house, we may feel assured that, at least, one-third will go to the agent as a profit, and a great many book agents make as much as one hundred percent clear profit.

We will take a nice book, that the publishers can put out for, we will say, three dollars, and should retail for three dollars and thirty cents in any large store—we say large stores because there should not be any small ones, for the very fact that with our towns and cities overrun with these little shop keepers, it means few sales for each, with large profits per sale, and of course makes just so many more non-producers, that should be performing manual labor. Well, this book that should retail for three dollars and thirty cents in any large store, we find that the book agent is getting about six dollars for, which means three dollars

THE HIGH COST OF LIVING

clear profit for the agent, and it is just the same with all kinds of peddlers, who are soliciting trade from house to house. Their sales are few and their profits are large; so of course, it works just like a two-edged knife on the laboring people, because when we buy of a peddler or an agent of any kind, we not only pay forty percent more than we ought to for the article, but you see we make that peddler or agent a non-producer, and so it is better for the poor people if they do not patronize peddlers or agents of any kind. Then we will force them to become producers like our own selves.

There is another great evil of these enlightened times that ought to be stopped, and that is stock gambling on farm produce. Especially with our four greatest and most important crops—corn, wheat, cotton and wool. This gambling not only forces the cost of living higher, but it keeps business upset a great deal of the time. Our cotton and wool manufacturers are kept guessing because of the Stock Gambling. When the manufacturers take orders to fill with cloth deliveries at such a price and at such a time, it is most always with that uncertain feeling because of the cotton and wool speculators.

If any manufacturing concern is both wise

THE HIGH COST OF LIVING

and lucky enough to lay in a good supply of the raw material at a low figure, and then the cotton or wool jumps up to a high price, why then it is easy to see that they can take orders and make money. But how is it with the mill that gets caught and does not have a good supply of the raw cotton or wool, whichever they need, and they find the raw material going higher all the time—can they pay a high price for the raw material and compete with the firms that have a large supply on hand that they bought at a low price?

When the price of raw cotton and wool is forced up by the speculators, what does it mean? It means this—that all cloth manufacturers who do not have a good supply on hand, that was purchased at a low price, will be obliged to turn their help out into the street, because it always takes some little time to force the price of cloth up to high priced cotton and wool. And so we will find that this terrible fluctuation in prices, that is caused by the speculators, is a bad thing for the manufacturers as well as the daily toilers, because what is bad for the manufacturers we will most assuredly find, is bad for the daily workers. But as they say, how can this speculation on the necessities of life be stopped? It is a most serious question, for our great statesmen of

THE HIGH COST OF LIVING

the future to deal with. If a man has the money he certainly has a right to buy what anyone wishes to sell him, and after he buys he has a right to ask any price that suits his own judgment. The National Constitution guarantees that, and so we cannot draw the line if a man has a right to buy cotton, wool, corn and wheat on a small scale, we have got to give any other man a right to buy on a large scale. And yet we all know that speculation or gambling, if you please, is an awful injury to the people at large, but we wish to repeat, how can this speculation on the necessities of life be stopped?

The general government or any state government cannot make one kind of laws for the rich and another kind for the poor. If a poor man has a right to buy a barrel of flour, why then, it is plain to see that we cannot stop the rich man from buying one million barrels of flour.

What a great blessing it would be for all of the people, not only in this country, but in every country of the whole civilized world, if say, twelve of our great financiers who have that philanthropic spirit in their make-up, would take hold of these four great crops, corn, wheat, cotton and wool, and take them out of the speculator's hands, as these are our

THE HIGH COST OF LIVING

four greatest and most important crops and are not perishable, and can be kept from year to year with but very little deterioration. Why couldn't we have a great foundation fund, backed by about twelve of our rich and powerful financiers, men who are optimistic and have the welfare of their country at heart? We have a great many of just such millionaires who gave us our colleges, hospitals and libraries, and a great many other charitable institutions.

We would want for such a foundation, a powerful bank to do business with all enlightened people the world over, along with the great ware-houses located in the most convenient part of the North American Continent, and it looks as though New York City, which is soon to be the Metropolis of the world, would be the proper place for both the bank and ware-houses, because this great and powerful commercial foundation would draw on all parts of the earth for corn, wheat, cotton and wool. The corn and wheat that would come mostly from the Northwest of the United States, and also the Canadian Northwest could be brought by way of the Great Lakes and the Erie Canal along down the Hudson River. The cotton and wool could be brought to New York City by both the railroads and the water

THE HIGH COST OF LIVING

routes. It would seem, if we study the map of New York City and vicinity, that Jamaica Bay would be an ideal place for New York's future shipping port, in fact it seems that nature made this great Jamaica Basin especially for some great and enterprising people to dig out and line with great and magnificent docks that should be, at least, twelve hundred feet in length, so as to be large enough for all vessels of the future. These docks should be built to last for all time, and the docks that New York City has at the present time could be used for smaller boats. With this great Jamaica Basin dug out and lined with docks, New York City could concentrate all of their heavy shipping at that place and transport all freights to all parts of the North American Continent by having great subways under all parts of the Greater City. Of course there will be many who will say that such an undertaking would cost too much money, but with close inspection we will find that the Federal Government along with New York State and city governments waste enough money every year to make Jamaica Bay the greatest shipping place that the world has ever known, and it is also plain to see that Jamaica Bay is the right place for most all of the great warehouses of New York City, as the Island of

THE HIGH COST OF LIVING

Manhattan must soon be taken up with retail stores and things artistic.

Of course this great commercial foundation would be expected to make just profits enough to pay the running expenses, and of course the main object is to take these four great and most important crops out of the speculators' hands.

It is plain to see that the Socialists will say that if we take corn, wheat, cotton and wool out of the speculators' hands, why not go still further and include all articles that the people consume? The Socialists should bear in mind that it is the extremes that kill, and for any body of men to take even these four great crops out of the speculators' hands and keep the price steady from year to year, would surely be a gigantic undertaking; if these four great crops could be managed by some powerful institution, founded by about twelve of our great moneyed men and conducted along philanthropic lines, we would find that all other products would work out all right.

Now let us see if we can figure out how such a human foundation could control the prices of corn, wheat, cotton and wool. In the first place there would have to be an enormous amount of money, with great ware-houses, and it would be necessary to buy a little more each

THE HIGH COST OF LIVING

year than what is sold until there was a large supply on hand of each kind, corn, wheat, cotton and wool. And there should be a large supply carried over from year to year in order to master the speculators and to prevent them forcing up prices. Of course, should there be a failure of any one or all four of these crops that is sometimes caused by the forces of nature, then this great American commercial foundation could draw on the surplus and supply the people's wants without raising prices but a fraction. How much better and easier we all would feel, the manufacturers as well as the manual laborers, if we knew that there were many great store-houses filled with these four leading crops to draw on, in case nature was unkind to us for a season or two. Then this great commercial foundation could gradually fill these store-houses up again when we have bumper crops, and if the management of this foundation thought that the farmers were not producing enough of any or all of these four crops, they could raise the prices a fraction at a time, not enough to upset business or to cause any suffering among the poor people. In fact, the object of this great foundation would be to keep prices steady from year to year in good seasons and in bad seasons and to enhance the prices just as little as possible,

THE HIGH COST OF LIVING

in passing from the producers to the consumers. In fact, the profits should be just enough to cover the running expenses of this noble work.

The years that we have poor crops it would be expected that this foundation would lose money, and they would be obliged to gradually make up these losses when we have large crops.

If the management of this great foundation saw that the farmers were inclined to raise too much of any one or all four of these great crops, they could send out bulletins a year ahead to all the farmers, warning them that there was a large supply on hand in the warehouses, and advising them to reduce the number of acres of corn, wheat, or cotton, and raise a little more of other kinds of produce.

There is one thing that we must bear in mind, and that is, that this commercial foundation could not make any promises very far ahead of what they were going to pay for corn, wheat, cotton and wool. The management of this foundation would have to be guided wholly by that philanthropic spirit, that is, to give the farmers a fair price for their products and then to hand it over to the consumer with just as little expense as possible. Whatever price this great foundation should fix on these four

THE HIGH COST OF LIVING

great crops should be the same, not only for all of the people of the United States, but for the whole world, except those nations that would refuse to sign a contract not to seize any vessel in time of war, going to, or leaving these great ware-houses, either in domestic waters or on the high seas. And should any nation refuse to agree to such a contract, why then, the right thing to do would be to charge the subjects or citizens of this same nation five per cent more than the regular prices.

After a few years of experience the management of this great commercial foundation would know just about how much the running expenses would be from year to year, and then the management could look the field over carefully every season, putting out a bulletin informing the world just about what they could and would pay for corn, wheat, cotton and wool for the next month or more, and also just what they would sell corn, wheat, cotton and wool for, for the next month or more. Now if such a thing could be done, what would Mr. Speculator do? Would he not have to go into some business that is more human, and then stop and think what a great help it would be to the manufacturers if they knew that the price of cotton and wool would fluctuate but a fraction from year to year, and then the

THE HIGH COST OF LIVING

manufacturers could take orders under such conditions and know just about how they stand all the time, and they would be able to run their plants more steadily, and not be obliged to turn their help out on the street, as often as they do under the methods that we now have in doing business.

Of course we all know that if a dozen of our great financiers should undertake such a good work, that all governments and peoples would be very suspicious until they saw what a great blessing this American commercial foundation was to the human race, and then these good men would be called the Twelve Apostles of the Twentieth Century.

No doubt the Socialists will say that this little article about regulating prices on corn, wheat, cotton and wool by having a great commercial foundation, just bears them out in their doctrines of having the government own and regulate all articles, and so I wish to say that this little article on regulating and controlling the prices of just these four great crops has nothing in common with the doctrines propounded by our Socialist brethren. They are as far apart as the heavens and the earth, and they differ as much as black and white, because in order to make a success of such a foundation as I have mentioned here, the manage-

THE HIGH COST OF LIVING

ment would be obliged to have an enormous amount of wealth, and they must work solely for the welfare of the human race, and of course they could not handle but a small part of these four great crops, corn, wheat, cotton and wool. That is to say, such a foundation would handle just enough to regulate and to control prices, and to have great store-houses filled the most of the time to draw on when we have poor crops. Then of course that would prevent the prices from going too high in bad seasons, so that in this case we would only have to find but a few men to work for the welfare of us all, whereas before we could carry out the doctrines propounded by the Socialist organizations, we would find that everyone's nature must be such, that each would gladly work for the welfare of all others, or in other words, if the time ever comes that it will be a pleasure for any man to take a buck-saw on his shoulder and go over to his neighbor's yard and saw up his wood pile for nothing, then Socialism, as the Socialist organization would apply it, to our whole industrial system, will be a success—and not before. ,

Why, all governments, the Federal, the State, and the Cities, are run on the Socialist plan to a certain extent, and where is there a government of any kind that is really a suc-

THE HIGH COST OF LIVING

cess? To be sure, we are obliged to have governments in order to keep the selfish and vicious in their places where they belong, and to protect the good. But we will find that the more we extend the Socialist ideas in our governments, the more costly they will become. We find the cost of all governments, the Federal, the States, and the Cities, are increasing from year to year, and where will it stop? When will the people call a halt?

As we increase in population the expenses of all governments per inhabitant ought to decrease. When we see what a poor and expensive way all governments are run the world over in a political way, where would we be if our governments managed all industries? If the Socialists think that we could do away with the middlemen by having the government own and manage everything, they are certainly thinking in the wrong direction, because in a short time, under government ownership, there would be far more middlemen than there are at the present time. Of course when we say middlemen, we mean non-producers.

We find that the National, the State and the City governments are creating new offices continually. It is a commission to look after this, and a commission to look after that, and the Lord only knows how many commissioners we

THE HIGH COST OF LIVING

would have if the governments owned and managed all industries.

What all governments want to do is to get just as far away from these socialistic ideas as possible, or, in other words, to have just enough good laws to protect society and to prevent the wicked and selfish people from living at the expense of the good and industrious people.

All governments are a great deal like a machine, and all good mechanics know that the best machines are those that will do good work with the least possible parts, and so it is with all governments. The best governments in the world are those that have the least laws as well as the best laws; but if we are to judge by the tendency of the times, it will be safe to say that in a little while it will take one-half of the people to govern the other half. We all should bear in mind that all government employees, from the highest salaried official along down to the lowest, must be classed with the middlemen as non-producers, for the simple reason that they are supported by the daily toilers on the farms and in the shops and factories. It is plain as day to any one who will stop and think a little for themselves that every time the general government or the state and city governments add new officials or raise the sala-

THE HIGH COST OF LIVING

ries of their officials, that indirectly the laboring men must pay just a little more for a pound of beefsteak, as well as all other necessities of life. We cannot get something out of nothing, that is contrary to the laws of nature, and so every time there is a new store opened up or a new wholesaler comes into the arena, means that the laboring man must pay just so much more for the necessities of life. Having no desire whatever to misrepresent or to injure the shopkeepers because of their occupations, at the same time we all should work for that that is the greatest good to the greatest numbers. And as it looks to me, there are mainly two causes for the high cost of living: one is the terrible and reckless waste in running all governments, the Federal, the States, Counties, Cities and Towns, and the other is the expensive and cumbersome methods we have in passing all necessities of life from the Producers to the Consumers. If the people would use the same practical ideas in wholesaling and retailing that are used in the great manufacturing establishments, it would not require any more than half of what is now engaged in the business, and it is the same with all governments. If they were managed as well as our great railroads and manufacturing establishments, then they could send half of

THE HIGH COST OF LIVING

the government employees back to the farms, raising potatoes and cabbages.

It is a mighty good thing to preach the simple life to the poor people, and it would be a great blessing also for the poor people if the officials of all kinds of governments would practice the simple governmental life a little, and any body of men that can and will so organize a government and construct good laws, solely for the interest of the people at large, and with the least possible expense in enforcing them, can truly be classed as great statesmen, and are a great blessing to the human race. But how many of such men do we have in this, the Twentieth Century, that will work solely for the interests of the people at large.

The cause of all our governmental ills is that we have ten thousand politicians to one statesman. The politicians will try to have work done in their districts by the federal, state and city governments even when they know that it is money wasted. Now, is such a man broad-minded enough to represent the people in any way or form?

What all governments need, the world over, is men who will represent the people and not themselves. A statesman represents the people, whereas, at heart, the politician only represents himself, and it is these little politicians

THE HIGH COST OF LIVING

that have brought disgrace to so many of the American city governments, and how disgusting it is to see so many posters all over the cities asking us to vote for this young upstart or that young upstart.

Most of these young politicians in our city governments should be made to learn some good trade, so as to earn an honest living, and leave the management of the town and cities to older and wiser heads.

It is getting so that a good and upright man will not have anything to do with our city governments any more than to pay their taxes, and some are so disgusted because of so many young and cheap politicians, that they will not take the trouble to go to the polls and vote. And so it is high time for the people to get their eyes open and select older, wiser and better men to manage our city affairs and turn these young upstarts out of the city governments and force them into productive channels.

We will never have good city governments until the time comes, and we have reached that stage that the office will always go looking for the good man, instead of the cheap politicians scheming from year to year to obtain the office. And when such a time comes, as it surely will, then it will be a great honor to be Mayor or to be called a City Father.

THE HIGH COST OF LIVING

The cause of our disgraceful and expensive governments are not traceable to the form or system that we have in this country, because they are the best in the world for an enlightened race. Where our whole trouble lies is the low standard of the average voter in the cities, and instead of making any radical change in our governmental system, we should wait and educate the common voters up to the standard of an enlightened Republican form of government. And how much better it would be for all manual laborers if they gave more of their attention to these cheap politicians, who are a great injury to the daily toilers, and let up with their vicious attacks on the successful manufacturers, who are the laboring man's greatest benefactors; and how much better conditions would be for the poor people if the leaders in all of the labor unions would try to teach or impress on the minds of their fellow-members to work with and for the interests of the manufacturers, instead of trying continually to poison their fellow-members' minds with hatred for their employers.

The leaders in all labor unions should try to impress on their fellow-members' minds that if they shirk their duties, or if they waste and destroy material of any kind, that they surely must work for less wages, because the manu-

THE HIGH COST OF LIVING

facturers are going to have a fair profit in the business, or one of two things will surely happen, and that is, either a cut down or a shut down. We all know that either a cut down or a shut down is just what the poor people are in fear of the greater part of the time.

One of the most deplorable things of the times is the lack of knowledge of this great economic question among the laboring people. A great many of the daily toilers will waste material, kill time, turn off poor work, restrict output, and think all the time that it is the companies who suffer the loss. In fact, a large percent of the manual laborers do not have the least idea that such heedlessness reacts on themselves. A great many of them do not realize that if they waste material and neglect their duties that they must work for less wages, and that they must pay more for the necessities of life.

It would surely be a great blessing for the poor people if the labor unions stopped "knocking" the manufacturers for a while and take up other questions that are a real injury to them, because about all the injury that the poor people think the manufacturers do them is simply imaginary.

The laboring people must bear in mind that the manufacturers are going to have fair re-

THE HIGH COST OF LIVING

turns on their money invested, regardless of any or all labor unions, and we all should remember that all companies must make a little extra in the "fat" years, in order to make up for losses in the "lean" years.

There is another important thing to keep in mind, and that is, all manufacturing companies make just as large dividends on their money invested in these days of great labor organizations as they did years ago, when we had no labor unions and every man stood on his own merits.

If the manual laborers form great and powerful unions for no other purpose than to harass the manufacturing companies, they surely ought to know that it will soon force the companies to unionize also. It is a great deal like the great nations of the earth, who are maintaining standing armies and building great navies for imaginary troubles of the future. And so one nation will build a great dreadnaught, and some other nation will build a still greater "scare-me-naught," and where will it all end. Stop and think of this awful waste of labor just to satisfy that animal nature that is yet left in our make-up and is so hard to eradicate.

So it is when we have the manual laborers well unionized and the manufacturers with a

THE HIGH COST OF LIVING

strong association, we are sure to have a needless, industrial war going on in all parts of the country the greater part of the time. When the help strike in any mill or shop, it is true that they get support from the workers in other mills and shops, and so does any manufacturing company that has a strike on their hands get support from other manufacturing companies, and after there has been a long and severe struggle in any plant, where does the victory come in? The help have lost heavily in wages, and they have made a great deal of cost for the company, who will make their help work enough cheaper in the future to cover the cost of all labor disturbances. So there you are. If we study most any labor strike closely we will find that they are just about as effective and just about as sensible as any man trying to lift himself by his own boot straps until he becomes completely exhausted.

There are quite a few labor disturbances that we will find, if we study them closely, are caused as much by that love of excitement and to have a little vacation, as they are because of any grievances with the management, and all labor leaders will do well to study that side of all labor disputes before ordering strikes in any industrial plant.

If any manufacturing concern is paying all

THE HIGH COST OF LIVING

that they can afford to, what is the use for the help to strike? What can the help gain by throwing up their jobs and walking out? Any student of human nature can see that a strike is the last thing that any manufacturing company cares to "run up against," and ninety-nine times out of a hundred they will raise wages rather than to have a strike, if they can afford to do so.

But suppose the manufacturing companies and the railroad companies do raise wages just to prevent a strike, what would be the result? Would this extra wage come out of the companies if they were paying before the raise all that they could afford to, when they were only receiving fair returns on their money invested? Is it not plain to see that if the companies are compelled to raise wages at a time when they are only making a fair profit, that they must raise their rates in proportion, and that we must pay more for everything that we buy? What do the laboring people gain by a raise in wages if they have to pay just so much more for everything that they buy? They handle more money, to be sure, but their purchasing power remains the same.

There are certain industrial trades that have formed strong unions and compelled their employers to reduce the number of working hours

THE HIGH COST OF LIVING

and pay them a very high wage. But do these same trade unions think for a minute that this extra high wage comes out of the employers? If they do they are greatly mistaken, because the burden will surely fall on people working at other trades. For instance, if the carpenters and brick masons get from sixty to seventy cents per hour, and make any building cost one-third more than it did ten years ago, why, of course, the factory and shop help must pay enough more rent so as to give the owner a fair profit on his money invested. So that is where we are apt to be deceived. When certain trade unions force their wages up to a very high standard, we are inclined to think that the labor unions are doing good and grand work for the poor people. But we find these men that get such a high wage do so at the expense of the manual laborers in other industries. If the carpenters and brick masons can work eight hours per day, at sixty and seventy cents per hour, then we will find that the shop and factory help must work ten hours per day, at from ten to thirty cents per hour, unless we get after the middlemen, who are getting most of the benefits of the improved machinery.

The labor unions have done good work in fighting for the reduction of the hours of la-

THE HIGH COST OF LIVING

bor, because forty-eight hours per week is enough for any person to work, no matter if that person works with his head or his hands. But we should look out for the extremes and not go below eight hours per day, or forty-eight hours per week.

Of course, before we had so much improved machinery, it was necessary for the people to work long hours, as most everything was made by hand; but in this, the Twentieth Century, with all the wonderful appliances that we have for manufacturing the necessities of life, there is certainly something radically wrong when the average manual laborer cannot support his family after working nine and ten hours per day, without putting his wife and small children into the shops and factories.

The leaders in all the labor unions tell us that the way to improve the condition of the laboring people is to fight the manufacturers. Now, you see, the manufacturers' dealings with the laboring people are so direct that it is natural for the most of them to think that their employers are their greatest enemies.

For thirty odd years have had a good opportunity to view this great industrial question from all angles, and the way it looks to me is, that if the manual laborers are going to fight and harass the manufacturers continually,

THE HIGH COST OF LIVING

they will kill the goose that lays the golden egg, because time has yet to prove whether the laboring men's unions as a whole have ever been the cause of increasing the purchasing power of the manual laborers. In fact, how can they, and how have they, increased the purchasing power of the laboring people as a whole?

The leaders in all labor unions tell us that the manufacturers make greater dividends now than ever they did twenty-five and thirty years ago. Now, if that is so, how can it be possible that the labor unions have increased their purchasing power by opposing the manufacturing companies?

If the labor unions have increased their purchasing power, where has the extra margin come from? We will say, that if the manufacturers made twenty-five percent twenty-five years ago, and the labor unions had, by opposing them, reduced the manufacturers' dividends down to five percent, why, then it would be easy to see how the labor unions could increase their purchasing power; but as the manufacturers make about the same percent now as they did twenty-five years ago, all goes to show that the labor unions cannot increase their purchasing power by opposing the manufacturing companies.

THE HIGH COST OF LIVING

It is true that there are cases where the labor unions have increased their wage, but we should bear in mind, that when they increase the daily wage of the manual laborers, they also increase the necessities of life at the same time, so that the laboring man's purchasing power remains the same.

With close inspection, one will find that the manual laborer's purchasing power has been increased some in the last twenty-five years; but it is improved machinery and improved methods in the manufacturing plants and on the farms that have done it, and not the labor unions, as so many believe. If the labor unions will only stop harassing the manufacturing companies and turn their guns on all of the extravagant governments, the Federal, the State, Counties and Cities, and also on the Wholesalers and Retailers, they will increase the purchasing power of the laboring people from twenty-five to forty percent. We have no desire whatever to oppose the labor unions, because they have done a great deal of good, and they are playing their little part along with other organizations, for the advancement and uplift of the human family. It does seem as though any thinking man or woman should know that no nation can become great, or remain great, unless that nation looks after the

THE HIGH COST OF LIVING

welfare of the common, every-day, working people, and any nation that does make laws that will favor the poor people will never be destroyed because of dry rot within its borders. But, when we say that we should make laws in favor of the laboring people, we do not mean that we should make radical laws that will close down the shops and factories and turn the people out into the street.

Competition will go a long way towards keeping the manufacturers in line, without the labor unions disturbing existing conditions the greater part of the time.

A great many people tell us that if we do not fight the manufacturers that they will combine and fix prices, but one will find that if they study all great industrial combinations that as a rule, they put goods on the market cheaper than the small concerns. Now, if these great industrial combinations fix prices downward, why of course, that is just what the people want, and time has proven that the natural laws of supply and demand will prevent any manufacturing concern or any combination of manufacturers from fixing an unreasonable price, and maintaining it from year to year, because, just as soon as any manufacturer of any particular kind of goods made extra large profits there would be plenty of

THE HIGH COST OF LIVING

capital and people to start in the same business, which would soon force profits downward. The law of supply and demand work the same with capital, as it does with labor. If all capital is making extra large dividends that are all out of proportion to the manual laborers' work, why of course, in a short time there must be a large amount of idle money that is drawing no interest. When capital increases faster than the value of labor, it surely must become a glut on the market, consequently these large dividends must drop because of capital's own weight.

Of course, this argument won't hold good unless we take all capital and all labor as a whole, into consideration. We can always find exceptions in all cases, for instance, we will say that there are certain companies that are making extra large profits, but with close study we will find it is at the expense of capital invested in other enterprises, or in other words, if one manufacturing concern is making extra large dividends, then some other manufacturing concern must make small dividends, or perhaps no profits at all. The average dividends of all capital invested cannot exceed the true value of manual labor. If it does, why then there will soon be a great deal of idle money on the market. And it works

THE HIGH COST OF LIVING

just the same with all kinds of labor. For instance, if the brick masons, carpenters and plumbers make from sixty to seventy cents per hour, and work eight hours a day, we will surely find that all shop and factory help must work enough cheaper so that the average pay won't exceed the true value of manual labor as a whole. To prove that this is so, let us take a look at any country where the laboring people command good wages, and we will find that capital will command good interest also. That is, if we average all, capital and all kinds of work.

The interest on money as a rule, invested in America, is greater than in Europe, for the very fact that the wages of the laboring people are higher in America. Reduce the average wage of the American people down to that of the European standard, and you will reduce the earning power of capital invested in America in proportion. Labor and capital must go hand in hand—an injury to one is an injury to the other.

What would be the use to invest a large amount of money in any country where the people have no ambition to work, and won't work only just enough to fill their stomachs with coarse food and to cover their bodies with some cheap material. Is it not plain to see that

THE HIGH COST OF LIVING

a very little money will go a long way with such a people, no matter how rich their country may be in natural resources?

Now, is that not enough to show us that capital cannot be successful very long if it tries to degrade manual labor?

What is it that causes an industrial panic every ten, fifteen or twenty years? Some will say because of an over-production and an under-consumption of the necessities of life, and there are others who will say because of an over-production of gold or silver, or both; or that it is the high tariff on imported goods, or free trade agitation that brings on an industrial stagnation about twice in every generation, but the way it looks to me is, that the cause of these industrial breathing spells, after every period of good times, is an over-production of manufacturing establishments, also an over-production of non-producers, or middlemen and loafers, as it were.

When times are good, and all industrious people are busy, and everything is booming, with a large part of the laboring people spending all of their wages as fast as they earn them, then is the time that all capital owned and borrowed, is put to work, and, like the numbers of the non-producers, it increases faster than the manual laborers, consequently,

THE HIGH COST OF LIVING

with ten or fifteen years of rushing good times all ware-houses and places of business gradually become stocked up to the very limit, or in other words, business increases so much faster than the population that after a while we find that we have two units of business to one unit of manual labor. Then it is that the law of supply and demand calls a halt until trade can adjust itself to a reasonable basis again. It is during these periods of good times that the cities grow so fast in population at the expense of the rural districts.

For the very fact that when business is good and the laboring people are making good wages, with most of them spending their money as fast as they can earn it, and some faster than they can earn it, makes great opportunities for the middlemen and people in all kinds of professional occupations.

A large part of these non-producers must be drawn from the farming districts, and as has been said before, if we put all wholesaling and retailing business on as practical and economical a basis as the manufacturing companies are, we could get along with just about one-half as many middlemen as we have at the present time. The other half, or an equal number, would be compelled to shift back to the farms for a livelihood.

THE HIGH COST OF LIVING

Now, which is the best way to reduce the number of middlemen and cut out one-half of the stores and places of business? Of course, we all know what the Socialists will say, but let us hope the American people will never take their kind of medicine. If we do, our future history may read something like the inscription that the dying man wanted on his gravestone. It read as follows: "I was well. I wanted to be better. I took medicine, and here I am."

It seems as though that the best way to reduce the unnecessary number of non-producers is a kind of an awakening, or a general education along those lines.

The average laboring man must learn that when he patronizes the small shopkeeper, he is injuring himself by encouraging a great many of the people to go into the retail business that should be performing manual labor. Because as sure as the sun rises and sets, every time that there is a little store opened up for business, it means the we must pay a little more for the necessities of life.

All towns and cities should have all wholesaling and retailing business done in the center by large establishments, so that they will be able to do an enormous amount of business with small profits per sale, instead of having

THE HIGH COST OF LIVING

stores scattered all over the city, and on every street corner.

Some people will put forth the foolish argument that it would be too far to go, with all of the stores in the center of the cities, but how is it with the farmers, who are obliged to go five, ten, and fifteen miles to trade? They seem to get along all right. And so could we in the cities, by having large delivery wagons take all articles direct to the people's houses, two or three times a week, and then they could take orders at the same time for the next delivery.

With all stores in the center of the cities and towns, the people would not buy so many needless things, as they are apt to do with stores on every street corner, and the cities would look so much better, too.

We realize that there will be a great many people who will say that if we reduce the number of stores, and do away with the small traders, that the large establishments will make just as large profits as they do at the present time, and so they would, if the people did not get their eyes open.

If we could not prevent these large stores from making unreasonable profits by publishing the prices in the newspapers of the cost of production, the wholesale price and the retail

THE HIGH COST OF LIVING

price, why then we should have laws limiting the percent profits on all wholesaling and retailing business, even if we have to change the Federal and State Constitutions a little, because we should all work for that, that will be of the greatest good to the greatest numbers.

The laboring people must get their eyes open and find some way to curb the wholesalers and retailers, or in a little while there will be more shopkeepers than there are manual laborers, with the cost of living going higher all the time, and in spite of all the opposition to the manufacturing companies.

It certainly would be a grand thing to do if the laboring people would only take this great question up and see if there is not some way to cut this awful cost of wholesaling and retailing of the necessities of life down to a reasonable basis. Now we may as well get right down to the facts, because it can not go on this way for all time. There is no prejudice toward the middlemen, none whatever; this is simply a case where we are trying to cure the disease of discontent and unrest, and a great deal of needless suffering among the poor people.

We want the traders to make a fair profit, and we also want them to use a little science in the business, and not get together and fix prices that will take the poor man's all.

THE HIGH COST OF LIVING

Just as soon as the people commence to look into these wholesaling and retailing methods that are to blame for the most of the high cost of living, then we will see a drop in prices all along the line, and not before.

The people should trade with the large stores, and at the same time let the owner or owners know that they are being watched on prices.

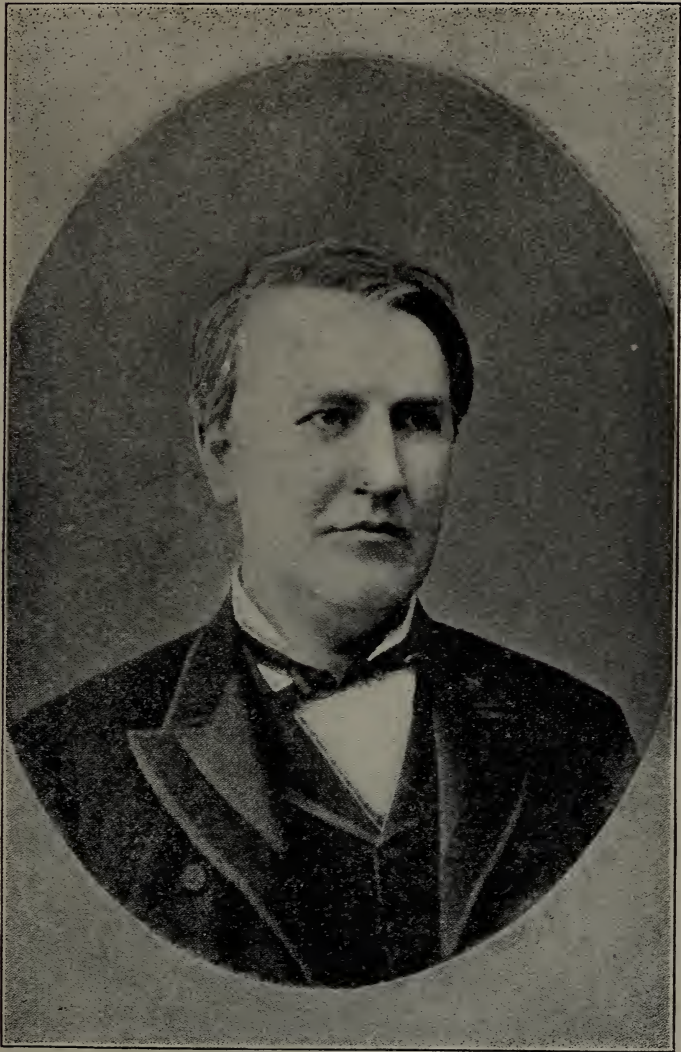
We all should be better posted on the cost of production of all articles and then follow the prices all along up to the consumer. Once get the public on the right track, and we will see wonderful changes in favor of the poor people.

The way it has been in the past, the trusts and manufacturers have been blamed for about all of our industrial ills. But time rights everything, and time will prove that it is the traders and a lot of government dead heads, Federal, State, and City, who are to blame for the most of the poor people's sufferings, and if the laboring people will only do a little thinking for themselves along these lines they will come to the conclusion that all government pensions by either the Federal, the States, or the Cities, is the most pernicious thing that can happen to this country. Of course, this does not include the United States soldiers and sail-

THE HIGH COST OF LIVING

ors who are injured in active service, because we all want to see the defenders of Old Glory cared for by the General Government, should they be injured in active service, but to have a general old-age pension for all, or for even the office-holders and laborers of the Federal, the State, and City Governments would certainly take away that incentive, or individual effort that is necessary to have in order to advance the human race, and just as soon as any nation adopts a general old-age pension system for all, just so soon will dry rot set in, within its own borders, and all laboring people and the leaders in all labor unions ought to know that if any city, state, or the general government pays old-age pensions to its office-holders and laborers of all kinds, that it must come out of and react on, the manual laborers in general on the farms, and in the shops and factories, and not out of the rich people, as so many think. If any City, State, or even the Federal Government goes into the old-age pension business they must collect more money in taxes.

Now, who are the real tax payers? The producers, of course. Any man that produces something that will benefit the people in general, is a tax payer, in fact, the producers are our only tax payers.



THOMAS A. EDISON
The Great American Inventor

THE HIGH COST OF LIVING

So, if we get it into our heads that the rich man will have to stand for the expenses of these old-age pensions, we will certainly make a great mistake. The rich man may be the one to pay the most of the extra tax for these old-age pensions, but rest assured that he will never fail to collect this extra tax he has to pay when he gathers in the rents from the laboring people. So one cannot figure out a real tax payer, outside of the producing class. Of course, when we say the producing class, we include the people that help to produce the necessities and comforts of life.

A man who manages a great manufacturing plant successfully, is just as much a producer as any man who works with his hands. An inventor can also be classed as a producer, if his inventions are a benefit to the people. We will find that the more successful a man is in managing a great manufacturing concern, the more of a producer and tax payer he is also, and it is the same with any inventor of useful machines or appliances of any kind.

Thomas Edison is the greatest producer in the world to-day. Therefore it makes him the greatest tax payer in the world.

Now, if the labor unions will just look into this tax and pension question a little more carefully, they will see that it is not the rich

THE HIGH COST OF LIVING

man that will have to bear the burden, but instead, they will surely find that it will react on the shop, factory and farm workers. The labor unions will do good if they will only get on the right track, because any close observer can see, or ought to see, that if the Federal government or the States and Cities have old-age pensions that, as sure as the sun rises and sets, the daily toilers will have to stand for the most of this awful expense; besides, any student of human nature must know that it is the feeling that old age will overtake us sometime that creates the incentive to work and save and to be something in this world. Even a little chipmunk knows enough to lay by something for cold and stormy days.

There would be thousands, yes millions, that would spend their money for drink, and merely live from hand to mouth, and drift along in that happy-go-lucky fashion, if they thought the government would care for them in old age.

Whatever we do, let us avoid any and everything that will take away or have a tendency to take away incentive or individual effort, because, just as soon as the government adopts any system that will kill men's ambition, then we will be worse than standing still. We will surely be going back to a low stage of

THE HIGH COST OF LIVING

existence, that the human race has advanced from, because of individual effort.

The officials of all governments, the Federal, the State, and Towns are duty bound to make all tax money go just as far and do just as much good as possible, for the people as a whole and all government officials are put there to use just as much science and practice just as much economy as the managers of a great railroad or a large manufacturing plant.

One of the easiest things in the world to do is to spend other people's money, and all government office-holders should bear in mind that indirectly, all tax money must be paid by the producers and not by the idle rich or the non-producers, because if we raise the tax rate on the real estate men's property, why, you see, all he has to do is to raise on his rents, and that is why all labor unions should not work for government pensions, except for disabled soldiers and sailors of the Federal Government.

This civil-pension sentiment that is getting so much of its support from the labor unions that are short-sighted enough to think that the rich people will have to bear the burden, is too much like the socialist doctrines, and would lead us right on to socialism, "bag and bag-

THE HIGH COST OF LIVING

gage," and if that time should ever come, then America has seen her best days.

A great many of the labor unions seem to think that a government income tax would be a good thing for the poor people; but let us see how it would work. We will say that the Federal Government will levy a two percent tax on all incomes above one thousand dollars. Is it not plain to see that such a system will have a tendency to create a nation of liars. If a man was getting one thousand dollars a year it would be the most natural thing in the world for him to have his salary cut down to nine hundred and ninety-nine dollars per year. Besides, there are a hundred and one ways to deceive these government tax collectors in regard to the amount of any man's income.

It would be worth the trouble and cost to collect this income tax, if it was at the expense of the rich people; but you see it does not come out of the rich people. If the rich man has to pay an income tax, he will turn right around and cut down the laboring man's wages, and he will raise on rents, so that this income tax will not hurt the rich man in the least. A graduated inheritance tax is a good thing to have, but to have an income tax would be both foolish and mischievous.

Of course, as the United States increases in

THE HIGH COST OF LIVING

population and wealth, some of the laws must be changed a little from time to time, and we may need a few more laws than what they did in Washington's time; but this law-making business can be overdone, like anything else, and becomes so complicated that it will take one-half of the people all the time to enforce them, and the other half all the time to dodge them.

We cannot follow the practical teachings of Washington and Franklin any too close, and we cannot study their life-work any too close. The more one reads of these two most wonderful and original men, the more one must be convinced that they are the world's two greatest figures in history.

America has produced so many great and good men that they are too numerous to mention; but where is there, in all the history of the world, such a man as our peerless Washington? Where is there another man in all the past history of this planet who could conduct a seven-years' war to a successful close under such conditions as Washington had to contend with?

There were but few soldiers and but very little wealth at his command—with treacherous Tories on all sides. There was envy and jealousy to overcome. Everything was new

THE HIGH COST OF LIVING

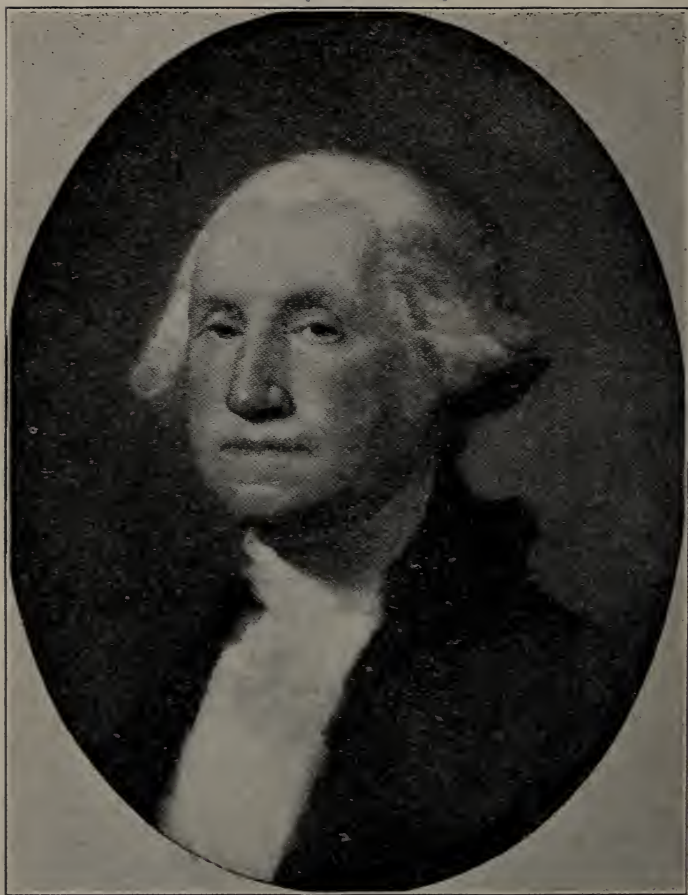
and original with him; he even had to keep in touch with the Continental Congress, and keep them steady so that they would not upset his plans in the field.

He was cautious, as a general, because he knew what great odds he had to contend with. Had he been made with that Napoleon Bonaparte spirit, he would have won a few great and brilliant battles, exhausting all of his resources, and would have had a worse ending than the Little Corsican General on the Isle of St. Helena.

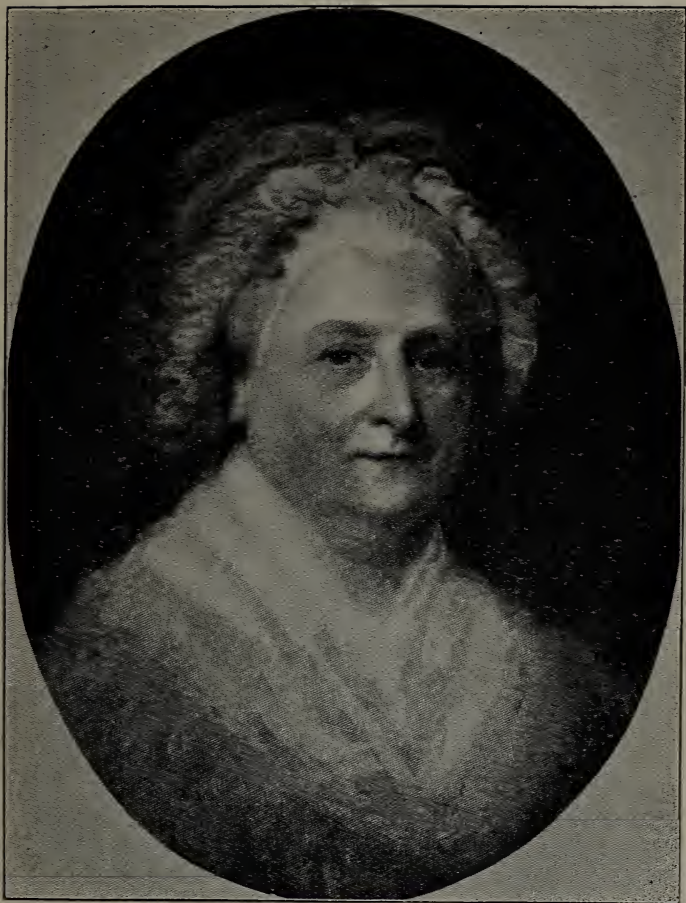
But it is not wholly as a successful general that Washington stands out as the World's Greatest Man. It was his wonderful ability as a nation builder that has made him the guiding star for all kinds of people in all parts of the world.

Washington was fortunate in having many great men as co-laborers. Some were a little too radical, and some were too conservative, but with close study one will find that Washington was so calm and so well balanced that he was able to see which was for the best that each of those great men had to offer in building this Great American Republic.

What a grand work it would be if our rich American citizens would stay at home and take the money that they spend in Europe for



GEORGE WASHINGTON



MARTHA WASHINGTON

THE HIGH COST OF LIVING

just one season and erect a great Memorial Building to George Washington at Mt. Vernon. What an inspiring object it would be for the youth of the land to look upon and to read about.

To build such a memorial would not only give work to the laboring men of this country, but at the same time it would be doing honor to that great man who did so much for America.

Yes, let the rich men of this country erect at Mt. Vernon, Virginia, a Memorial to George Washington, the Bethlehem Star of the West. Let them erect a building so large that it would completely enclose the old Mansion and Tomb, so as to protect them from the destructable elements of nature. Let them erect a building so firm and solid that it will be keeping time with the Pyramids a thousand years hence. One with beauty and grandeur, such as mortal men have never seen.

There is another great and important question that should interest all laboring people and the leaders in all labor unions as well, and that is the consumption of intoxicating drinks, that keep so many men down and ruins so many families and pleasant homes. Of course we all know that some of the best and greatest men in history have been moderate drinkers of

THE HIGH COST OF LIVING

intoxicating liquors, and we also know that if all men who used intoxicating liquors were moderate about it, that there would never be any temperance question.

When we see so many strong and healthy men going "down and out" because of a too frequent and over-indulgence of men's evil inventions, that we call intoxicating drinks, it is the most natural thing in the world that there is a temperance question. Just so long as intoxicating drinks do injure the homes and give the mothers, wives, sisters and children so much mental and physical suffering, just so long will there be a temperance question; and if the producers and dealers in intoxicating drinks do not take hold with the authorities and temperance workers and help to protect the homes of the men who have let their appetite for strong drink get the best of their judgment, there will surely come a day, and let's hope in the near future, when there will be such an awakening of the people, as a whole, that all intoxicating drinks will be put under a ban and out of the reach of all imbeciles.

There are none who have the same opportunity to see and know the evil effects of intoxicating liquors as the men who have charge of help in any great industrial plant.

We see men on all sides who would be com-

THE HIGH COST OF LIVING

petent and valuable employees if they could only be moderate in using intoxicating drinks, or if they had a mind strong enough to go without it entirely.

The owners of all breweries and distilleries, along with the liquor dealers, cannot know, or, if they do know, they certainly cannot realize to the fullest extent the awful havoc that intoxicating drinks is causing among the people of all enlightened countries; if they did know, then their troubled conscience must surely keep them awake nights.

There is no doubt but what it would be for the interests of the producers and dealers in all intoxicating drinks if they would make an effort to keep it away from all men and women who have so completely lost control of themselves.

It is the men who have charge of help that hear these awful stories that the mothers, wives, sisters and children have to tell about the men who have let intoxicating drinks overcome their manhood.

All women and children with drunken husbands and fathers on their hands do not tell their troubles to the liquor dealers, because each one knows that the liquor dealers are too busy making trouble for others as well as themselves. As was said before, if all people

THE HIGH COST OF LIVING

who use intoxicating drinks of various kinds were moderate about it and did not neglect their duties and obligations that they owe to society, and looked after the welfare of those who are dependent on them, why, then, there would never be any temperance question, and all intoxicating liquors would not be stamped with such abhorrence. Alas, there are millions upon millions of people on earth to-day who cannot use intoxicating liquors in a moderate manner. There are people on all sides who are affected as much by the thoughts, looks and smell of intoxicating drinks as any two-year-old child is with nice fruits and candy.

There are some men who value manhood so lightly that they have become as little children to strong drink. Such are the men that the liquor dealers should know all about and make a strong effort to keep it out of their reach.

Liquor is as dangerous and deadly to some people as a loaded revolver is to a five-year-old boy. As the time has not yet come for all intoxicating drinks to be stamped out of existence, why, then, we should do the next best, and that is, to keep it out of the reach of all imbeciles.

There is nothing that would bring a "drunken sot" to his senses so soon as to feel and know that he cannot go into a saloon and

THE HIGH COST OF LIVING

buy a drink of liquor like other people. To be barred from a public drinking house ought to be enough to make any man see and realize his own standing.

What good does it do to pay a high wage to a man who allows his desire for strong drink to overcome his better judgment.

A low wage is just as good as a high wage for many man who thinks more of a glass of liquor than he does of his wife and children. Any man who uses intoxicating liquors to excess and fails to realize that he belongs to the highest order of creation, is better off with a low wage than he is with a high wage, because the more money he gets the more liquor he will drink, and, of course, the sooner he will become an incompetent and a subject for charity.

How much better it would be for the laboring people and the public in general if all the labor unions would give more of their time and study to this great drink question, instead of devoting so much of their time to agitating questions that, in the long run, may do them more harm than good.

What sense is there in any laboring man's head who will cry out for a higher wage, and who will try to make the public believe that he cannot make a living on what the manufacturers are paying him, and at the same time he

THE HIGH COST OF LIVING

will be spending a large part of his wages in the public drinking-houses.

After any laboring man has had his whole bodily system disquieted with alcoholic drinks all Saturday evening and Sunday, is he on Monday morning fit to fulfill his contract with his employer?

All men who frequent liquor saloons tell us that the temperance people have no right to take away their liberties, and that all men should have a perfect right to go and get a drink whenever he feels like it. Now, that would be a good, sound doctrine if all men were moderate in using intoxicating drinks. But the drinking man should bear in mind that they are taking away the liberties of the temperance people by forcing them to bear the greater part of the expensive courts and reformatories that we would not have so much use for if it were not for the drink evil. Of course, no one lays all human suffering to the cause of intoxicating drinks, but it looks as though it would be a fair estimate to lay eighty percent of all human misery to the doors of the drinking-houses, and all drunkards should bear in mind that it is the temperance people and the very moderate drinkers that support all of our charitable institutions, that we would not have much use for if it were not for the



WHAT A BEAUTIFUL WORLD

THE HIGH COST OF LIVING

hard drinkers. Take all of the horrible accidents on the railroads and in the coal mines; if the real truth was known, we would find, eight times out of ten, that the cause is traceable to an over-indulgence of intoxicating drinks by some party or parties.

Just think of it, men holding such responsible positions, with hundreds and thousands of human lives depending on clear heads and steady hands, and yet there are a few, and thank God only a few, that will drink intoxicating liquors to excess while on duty, and then of course they are liable to give the wrong signal, or no signal at all. Now, this little article in regard to railroad employees is not intended to cast any stain on them as a body, because, if we take them as a whole, it would be hard to find workmen in any other occupation that are so reliable and temperate as the men who are employed on the great railroads of this country.

But you see, with a very small percent of the employees using intoxicating liquors to excess, and thereby neglecting their duties to God and man, will make the accidents on the railroads look appalling; and so it is with the coal miners. The most of them can be steady and reliable, and yet there will be a few who will not take enough responsibility on their

THE HIGH COST OF LIVING

shoulders to protect themselves and their fellow-men when down in the bowels of the earth. All men who will make a practice of loading up with strong drink should not be allowed to hold any position that will endanger the lives of the people. Such men should be sorted out and kept where they belong.

What men suffer through and because of excessive use of strong drink is but a small part compared to the suffering they cause women and children.

It is certainly amusing to hear some men say that women drove them to drink, or that if things were more pleasant at home they would not be around the saloons so much.

How natural it is for some men, who do not want to take responsibility, and who are so weak and selfish that they would have one believe that their every mistake was caused by some woman. Now the fact is, the average woman is far superior to the average man in principle, tenderness, purity, and everything that is good in this world.

There are but very few women who would go wrong if they were used right by the men. It is the desire of every young girl to live a good and pure life, and, would if they were treated right by the sterner sex.

That a woman is finer grained than a man,



THE PRIVATE REHEARSAL

THE HIGH COST OF LIVING

and has far superior qualities to him, is proven, for the very fact that nature intended that the mother should care for the child when in its tender years, and when it needs every care that is sweet and gentle.

Any woman who conceives and cares for a child until it is old enough to walk and talk, has done more for the human race and her country than the father who has given five years of hard, mental and physical work for his family.

There is no doubt but what we all believe that the American women have a better position in life, and far more privileges and luxuries, than the women of the older part of the world; and of course that makes them more intelligent, and intelligence makes them more beautiful and attractive, if we take them as a whole into consideration. But we must not think or feel that the women of America have yet attained all the rights that they are entitled to, considering the delicate part they have to play in the world.

Just take a look into some of the drunkards' homes and see the sad-faced mothers and the pinched-faced children. One will not have to look very long or go very far to find all the sad and desolate homes one cares to see.

If we have a man among us who is good and

THE HIGH COST OF LIVING

great, how natural it is for us to sing his praise. But how about the little wife and mother who has a drunken husband on her hands and several small children to care for? There are thousands of such cases in all the great cities of the land. Now just picture in your mind this brave little woman struggling along from day to day, taking in washing, doing anything and everything that is honorable, in order to feed and clothe her children so as to bring them up like other boys and girls that live around her.

There are homes where the drunken husbands do not even pay the house rent. Dear Reader, what a contrast between this hard-working, sad-faced wife and mother and her miserable drunken husband. He goes to the saloon and lays all his manhood on the bar, and his wife is at home or in the factory, giving all the hard work and care possible for the sake of her children. After she has earned all the money she is able to during the day, one will find her up nights doing the house-work and making clothes for the family—he will come home drunk and abusive, and quite often the miserable creature will break the furniture and smash the dishes, and still one will find this brave and patient wife and mother working on to a future that she knows not what it will

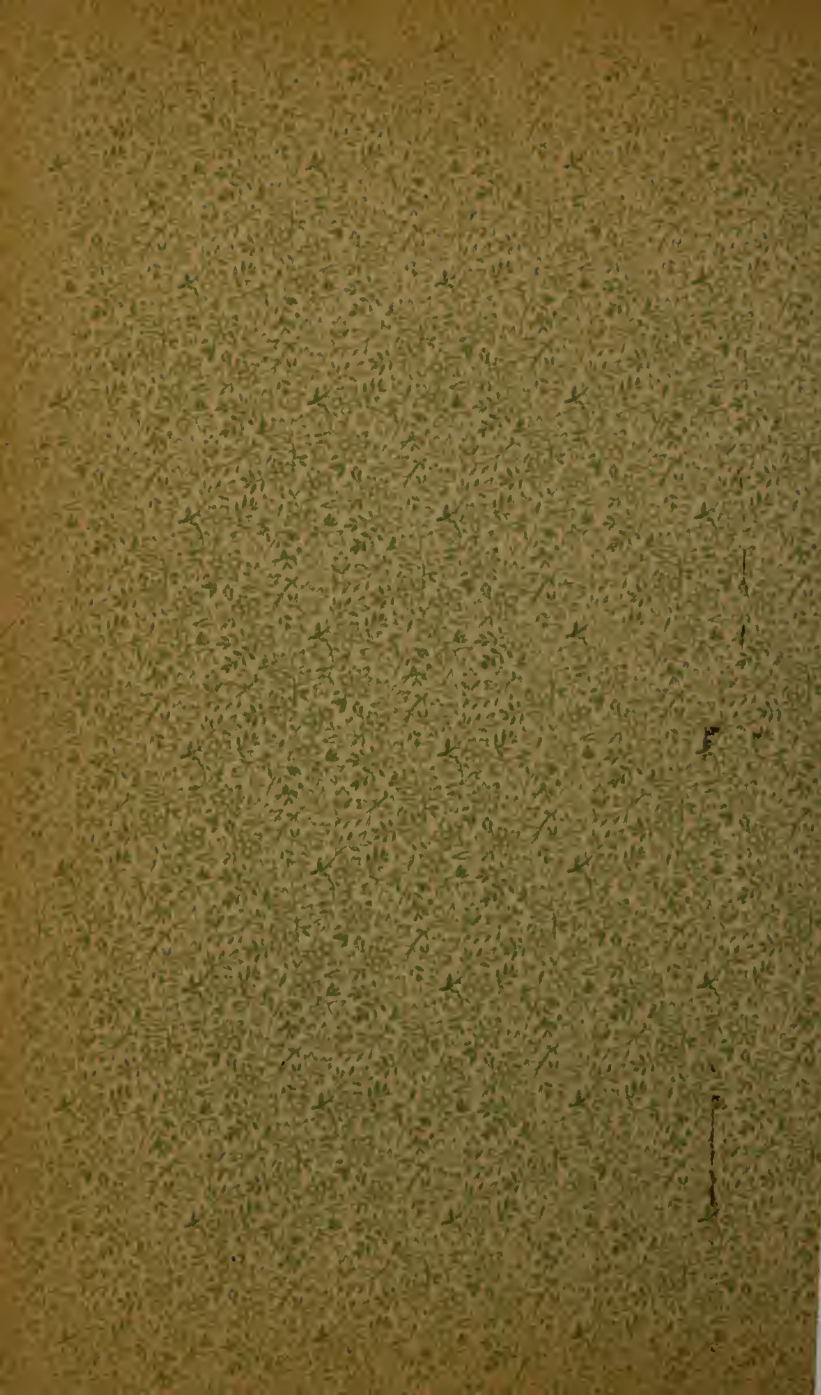
THE HIGH COST OF LIVING

bring forth. Now, just stop and think for a moment; did ever a general at the head of a victorious army ever look half so grand and noble?

Though we see misery on all sides, and so many men who will not shoulder responsibility, still in all, we should look on the bright side of things and have faith in the future.

The world never had any use for a pessimist. All great deeds have been done by men and women who were up early watching for the rising sun, instead of sitting with their face in their hands, gazing through space at the setting sun.

It has taken thousands of years to reach our present state of civilization, and the conditions of society are as good in nineteen hundred eleven as they can be—they are better in nineteen-eleven than they were in nineteen hundred ten, and they will be still better in Nineteen Hundred and Twelve.





University of
Connecticut
Libraries
